Board of Trade Journal

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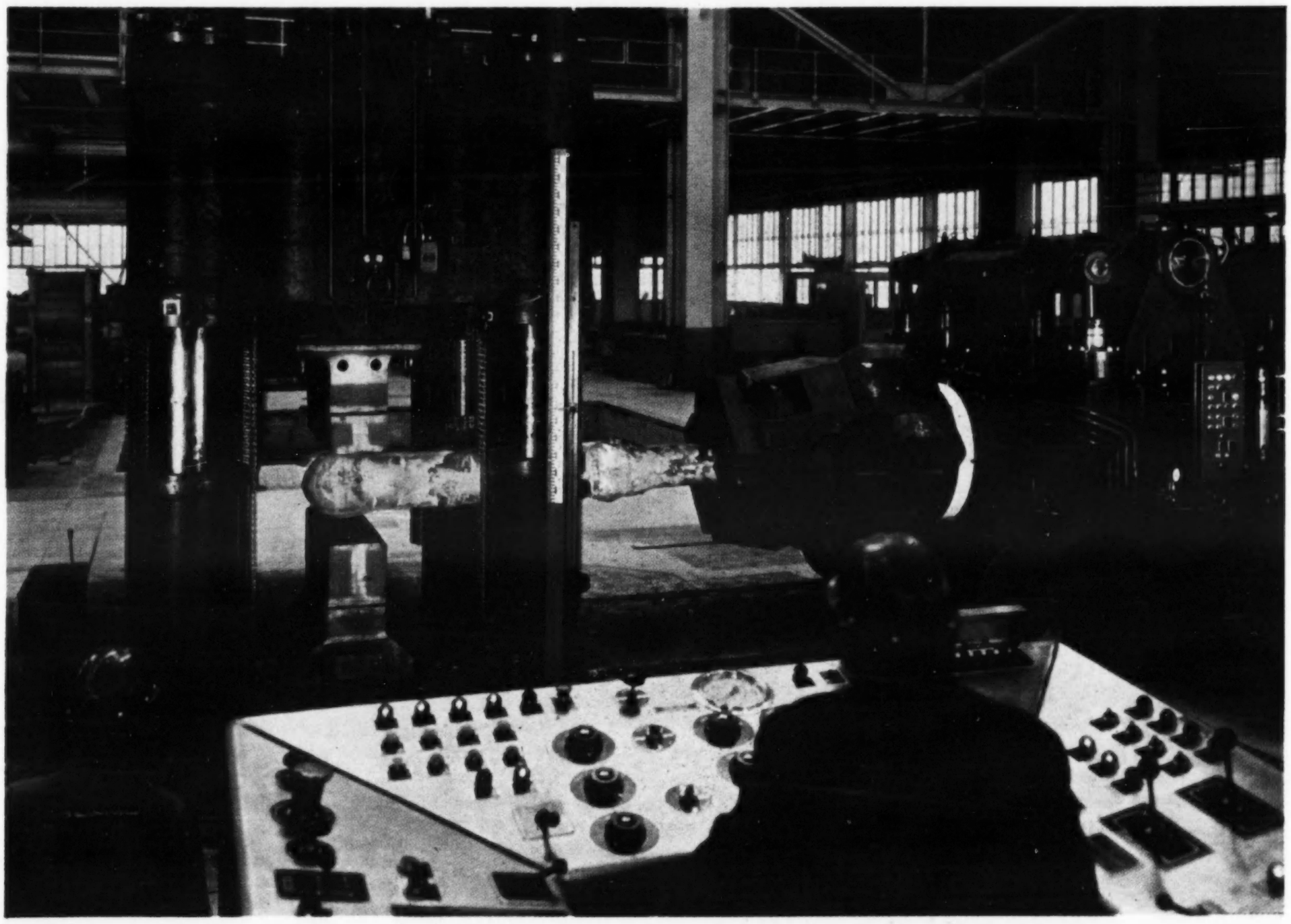

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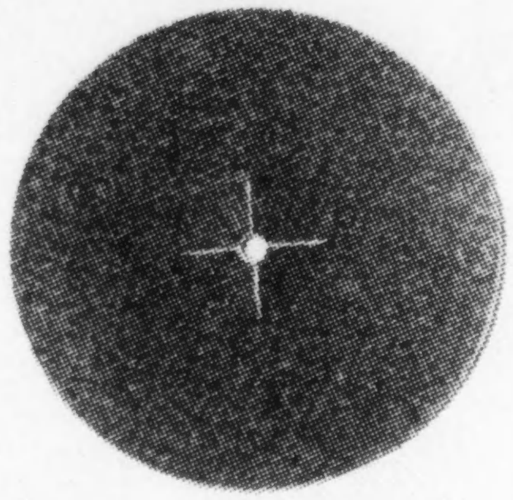

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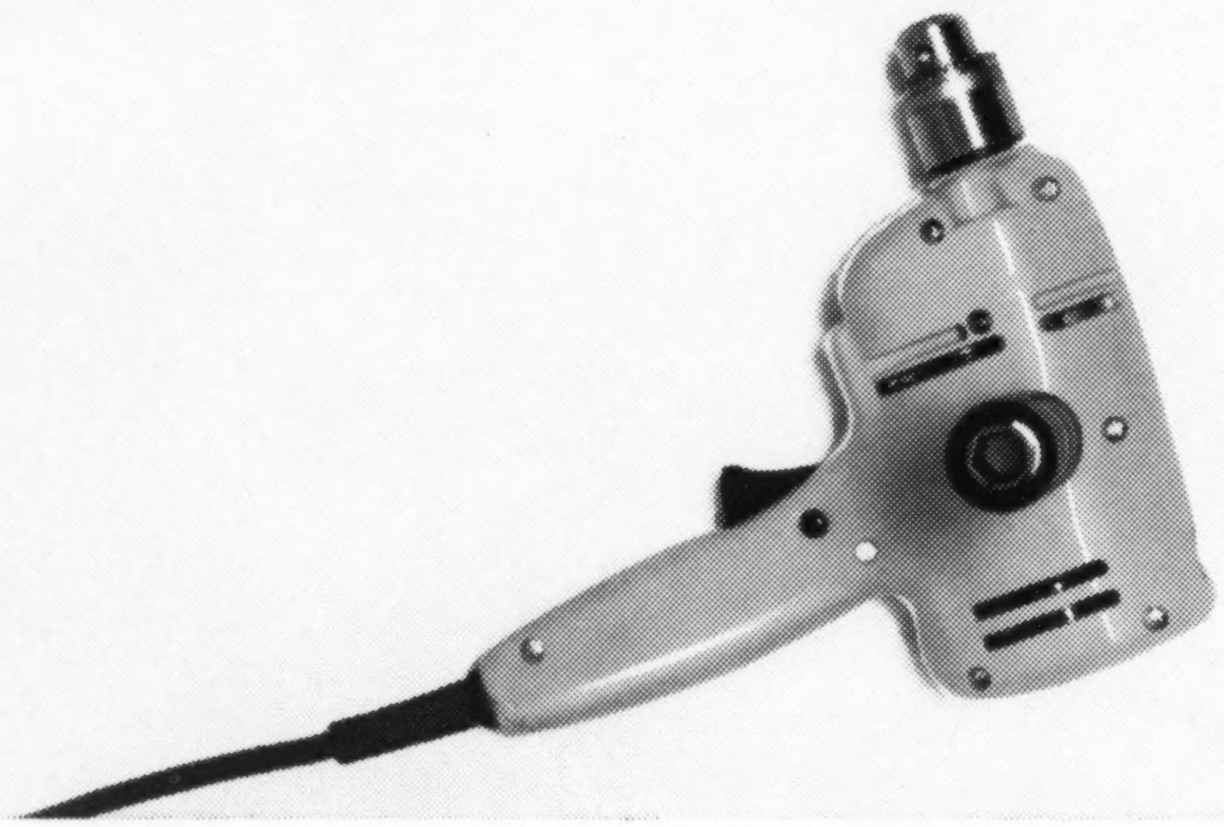

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Front cover photograph

The first of its kind in Switzerland is this new forging press, controlled by Towler hydraulics at Gebruder Sulzer Aktiengesellschaft at Oberwinterthur, near Zurich. Towler Brothers provided the power and controls, consisting of high speed direct oil system with semi-automatic electronic control and monitoring facilities. The electronics were supplied by Lancashire Dynamo Electronic Products.

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COMMERCIAL SERVICES FOR EXPORTERS—2

'Chambers of Commerce girdle the Earth'

by A. C. F. Hey, Secretary, Association of British Chambers of Commerce

This is the second of a series of articles on commercial organizations whose advice and services are valuable aids to successful exporting. An article on banks appeared in the issue of April 29.

UNITED KINGDOM Chambers of Commerce were formed to help commerce and industry in their own areas. Many of the services offered are for exporters, and British Chambers of Commerce in foreign countries were created especially to promote British trade interests there.

Putting exporters in touch with prospective importers of British goods, helping to find agents abroad, organizing missions, providing translations, advising on tariff, exchange, import and quota questions, arranging meetings, both public and private, with United Kingdom commercial diplomatic officers on leave and others, issuing certificates of origin and carnets and certifying invoices – these are some of the services available from Chambers of Commerce in the United Kingdom. On the deliberative and policy side, many Chambers have expert committees and panels to help their members. Many have geographical and market sections which work closely with appropriate Government departments.

Regional groupings of Chambers of Commerce now operate on the same plan as that used by the Department of Economic Affairs and other Ministries. This enables members of smaller Chambers to obtain the services available to members of the larger Chambers in the same area. In addition, smaller Chambers in the group may be represented on and contribute to the solution of problems in the appropriate geographical or market sections of the principal Chambers in their area.

Chambers of Commerce in the United Kingdom have some 56,000 firms in membership. More than 20,000 of these export, and some of the remainder are perhaps potential exporters. Many of the services for members are available to those already exporting and to those who may be able to export. For example, the geographical and industry sections of the larger Chambers cover many aspects of market intelligence. The London Chamber, still the largest in the world, has as one might expect the greatest number of geographical sections – 35 in all, covering Argentina, Paraguay and Uruguay; Australia and New Zealand; Bahamas; Bermuda; Bolivia, Chile and Peru; Brazil; Bulgaria; Canada; China; Colombia, Ecuador and Venezuela; Czechoslovakia; East Africa; East India; Finland, Germany; Hong Kong; Hungary; Iberia; Indonesia; Ireland; Italy; Japan; Mexico and Central America; Middle East; Poland; Rhodesia and Malawi; Rumania; Russia; South East Asia; Turkey; United States; West Africa; West Indies; Yugoslavia. The Chamber also produces bi-monthly digests of market information for nine geographical areas; Africa (other than Malawi, Rhodesia, South Africa and Zambia); Australia and New Zealand; China, USSR and Eastern Europe; India, Pakistan, South East Asia and Japan; Latin America; Middle East; North America and the West Indies; Malawi, Rhodesia, South Africa and Zambia; and Western Europe. The Leicester Chamber, on the other hand, prefers to divide its membership into industrial groupings, as follows: footwear; dyers and finishers; elastic web; engineering; hosiery machine builders; hosiery manufacturers; leather; lingerie; printing; yarn.

Organizing missions is also of considerable benefit to the potential exporter if he cares to take advantage of them, and 14 Chambers (Belfast, Birmingham, Bristol, Burnley, Coventry, Dundee, Edinburgh, Glasgow, Leicester, Liverpool, London, Manchester, Sheffield and Slough) have either sent or will send missions abroad during 1966 to the following countries: Australia, Austria, Canada, Central America, Cyprus, Czechoslovakia, Far East, France, Germany, Greece, Hungary, Italy, Latin America, Luxembourg, Malawi, Malta, Mexico, Middle East, Netherlands, New Zealand, Poland, Scandinavia, United States, USSR, Zambia.

Inward missions to the United Kingdom are also important as a medium through which exports could be increased and to date Chambers plan to receive some sixteen parties of prospective buyers from Europe, the Middle East and the Far East.

There is no doubt at all that Government financial help for both inward and outward missions, which is channelled through the British National Export Council, is an incentive to the potential smaller firm which has a good product and wishes to explore the most likely markets for it. The ground must, however, be prepared in the first place by the firm and the Chamber, and whilst an accurate figure cannot be given of the amount of new business which has been obtained as a result of inward and outward missions, it can be stated categorically that one mission alone mounted by the Birmingham Chamber in 1965 resulted in firm orders for goods in excess of two million dollars.

Meetings with commercial officers

Arranging meetings for United Kingdom commercial diplomatic officers when home on leave is also a very useful function performed by Chambers of Commerce. In 1965, 39 Chambers received one or more officers and arranged interviews for them with representatives of companies in their membership which were either already established in the particular country or which were exploring the possibilities for their products.

In this context, non-official trade organizations overseas, i.e. British Chambers of Commerce and allied bodies, can and do offer considerable help to British exporters. Some of them have panels of experts who are prepared to help prospective exporters in many ways. The panels include directors of British companies, both manufacturers and merchants, bankers, brokers, and others who are permanently resident and well established in business in the particular country. This on-the-spot expertize is available to those wishing to break into a market for the first time and is often a very necessary preliminary to any final decision. Such assistance is additional to the usual services already mentioned and complementary to anything offered by others.

With their intimate knowledge of the language of the country of their adoption, British Chambers abroad are able to provide translations from and into English, as indeed are Chambers in the

United Kingdom. Forty of the latter have panels of linguists proficient in technical as well as lay matters, whose services are made available on payment of the appropriate fee. In practice these Chambers make the services available to all Chamber of Commerce members and there is no limit to the languages in which help can be given.

In the same way that expert guidance is available to prospective exporters from panels of businessmen resident abroad, so also is advice obtainable in the United Kingdom. Twenty-six Chambers offer this service to all Chamber of Commerce members. They have established and have access to panels of businessmen in the United Kingdom, who are successfully marketing their products, or the products of others, in world markets. Even if new exporters are competitive with established concerns, help is readily given. In some instances joint marketing of complementary products is advised and arranged, but this is not specifically offered as a service in general. It is only recommended if circumstances are favourable.

Fairs, exhibitions, British Weeks, and other promotional efforts are also a concern of Chambers of Commerce, because they provide a means for helping both established and potential exporters. The ABCC, together with the Russo-British Chamber of Commerce and the Confederation of British Industry, is sponsoring the British Industrial Exhibition which will be held in Moscow in July 1966. The Manchester Chamber is sponsoring the Industrial Equipment and Services Exhibition, and the London Chamber has organized the British Mechanical Engineering Week in Budapest and will be organizing the British Section of the International Computer Exhibition and the British Teaching Machines Week in Prague, the British Information Stand at EXPOMETZ, and the British Pavilion at the First Asian Fair in Bangkok.

'Twinning' arrangements

Under 'twinning' arrangements with European towns and cities. the Brighton Chamber sponsors a fair in Dieppe and the Exeter Chamber sponsors a trade exhibition in Rennes. Some Chambers, such as Dundee, make joint arrangements with the Board of Trade for exhibiting their members' products abroad and combining a selling mission with it. Dundee will be holding such an exhibition in Vienna this year. Other Chambers, e.g. Birmingham, have taken or will be taking advantage of the Board of Trade joint venture scheme to mount corporate exhibits of members' complementary products in fairs abroad.

Carnets are issued direct by fourteen Chambers (Belfast, Birmingham, Bradford, Bristol, Edinburgh, Glasgow, Leeds, Leicester, Liverpool, London, Manchester, Nottingham, Sheffield, and Southampton) and, of course, this service is available to Chamber of Commerce members and non-members alike. Carnets are documents designed to facilitate passage through customs of certain goods which are not to be sold abroad. At present Chambers issue two types of Carnets – ECS and ATA. The ECS Carnets cover commercial samples and the ATA cover goods for exhibition at international fairs and professional equipment such as television cameras, etc. Carnets are used whether the goods are accompanied or not, the only restriction being that they cannot be sent through the post.

It must also be recorded that Chambers of Commerce in membership with the ABCC issue certificates of origin and similar documents and certify invoices. Whilst it is the policy of the Association to see documentary requirements simplified and reduced, the service will continue to be provided by Chambers for as long as may be necessary.

The larger Chambers also publish classified directories of members in up to four languages, and these are distributed abroad to embassies, consulates and other, non-official, agencies.

Within the Chamber of Commerce organisation is the British Export Houses Association, serviced by the London Chamber, and with sections at the Birmingham, Glasgow, Liverpool, and Manchester Chambers. A service the BEHA offers – and one which is well used – is to put the smaller and new manufacturers in touch with merchants who would be prepared to act for them. Merchants and confirming houses incidentally, employing small and highly specialised staff, contribute considerably to the United Kingdom's invisible earnings.

Education for export is most important and three years ago the London Chamber introduced foreign language examinations for industry and commerce. They are predominantly oral and among the thousands of candidates who have so far taken the tests are directors, accountants, overseas marketing executives, technologists, technicians, secretaries, and craftsmen. So far tests have been held in French, German, Spanish, Portuguese, Italian, Dutch and Norwegian, but other languages are examined as the need arises. Examinations will be held in June/July 1966 at the following Chambers: Barnsley, Birmingham, Bristol, Burnley, Cardiff, Coventry, Glasgow, Huddersfield, Ipswich, Leeds, Liverpool, London, Luton, Manchester, Middlesbrough, Northampton, Nottingham, Portsmouth, Sheffield, Slough, Southampton, Stockport and Worcester.

A final point I should like to make is that Chambers of Commerce girdle the earth and contacts one with another are friendly and useful to both exporters and importers. Unlike any other organisations, Chambers of Commerce include importers as well as exporters in their membership, and it is often necessary to import in order to export.

Trade mission for Italy

THE LONDON CHAMBER of Commerce is sending a trade mission to Italy on May 23. The mission, which will be spending ten days in Italy, will be led by Mr. P. G. Smyrk of Johnson, Matthey and Co. Limited.

The 16-strong group are representative of a wide range of engineering and consumer products. During their stay they will be visiting Rome, Genoa, Turin and Milan, and having discussions with the Italian industrial organizations, investment banks, and the state-owned holding company, IRI. One purpose of the trip will be to follow up the successful British Week held in Milan last October.

Agricultural selling mission to Nigeria

THE BRITISH NATIONAL EXPORT COUNCIL'S Africa Committee is organizing an 11-man trade mission from the agricultural industry to tour the Northern, Mid-West and Eastern Regions of Nigeria from June 10 to 26. Not only equipment such as tractors and ploughs is to be brought to the notice of Nigerian government officials, farmers and agricultural schools; the Mission also covers crop-spraying equipment, fertilizers and insecticides and road-clearing and construction equipment.

New 'Come to Britain' office in Holland

A NEW OFFICE of the British Travel Association, Britain's official tourist organization, was officially opened in Amsterdam on May 13. The tape-cutting ceremony was performed by Sir Peter Garran, British Ambassador to Holland. The BTA was represented by Mr. T. Edward Beale, deputy chairman, and Mr. L. J. Lickorish, general manager.

Telephone service demand doubled in three years

BY THE END OF MARCH this year some 4,500 telephone exchanges – nearly three-quarters of the total – had no waiting list. In the three years since March 1963, the annual demand for telephones had doubled, but new supply had nearly doubled, too.

In giving these facts at a dinner of the Federation of Telecommunications Sales Associations at Llandrindod Wells on May 11, Mr. Joseph Slater, the Assistant Postmaster General, added that about half the orders for new connections were being completed within two weeks of the customers asking for service. Nevertheless, the waiting list had risen and it would continue to rise because demand was outstripping the rate at which exchange equipment could be augmented.

MOVING TO A DEVELOPMENT AREA—1

London toy firm finds success in Scotland

This is the first of a series of articles outlining the success stories of representative firms who have moved to Development Areas in recent years.

A FEW MILES south of the main Edinburgh-Glasgow road lies the Lanarkshire mining town of Shotts. Not even the most fervent Scottish patriot could make any claims for it as a place of charm and beauty, but Shotts does have other attractions, and these were sufficient to persuade a London toy manufacturer to transfer his business lock, stock and barrel from the south.

Both carrot and stick were at work on Model Toys Ltd. when they took the decision to get out of London. In Shotts there was a Board of Trade advance factory awaiting a tenant and a supply of labour waiting to be tapped; in London insurmountable difficulties were threatening to strangle the company. 'It is important to understand the circumstances under which we worked in London,' says director Mr. S. Gee. 'We had a number of small, rather unsatisfactory factories scattered about the place, and also employed a number of people who worked from their homes. This arrangement was totally unsatisfactory, and yet we were unable to do anything to improve it. The high price of land and property made it impossible for us to get the sort of premises we wanted, and also there was the headache of acute labour shortages.'

For some time the company struggled on, living with the frustrating knowledge that while their products were a proved success they were daily losing business because they did not have the capacity to accept many of the orders which came in. 'Ultimately we realized that our only hope of salvation lay in looking outside London. After examining various areas in Britain, we eventually decided on Central Scotland, and Shotts.'

In addition to the fact that there was a factory of the right size (30,000 sq. ft.) and suitable labour available, the decision was also influenced by a number of other factors. It was vital that good docking facilities should be within easy reach to handle the 75 per cent of output which went to overseas customers. At Shotts the company has a choice of Glasgow, Leith (Edinburgh) and Grangemouth docks, and also the airports of Glasgow, Edinburgh and Prestwick—all virtually on their doorstep. 'But I think we were even more concerned initially about communications with our customers in the south, who seemed to think we were moving right off the map. In fact this turned out to be no problem at all; both road and rail connections are good and getting even better.'

The incentives offered by the Government were also of some importance in the company's calculations, and Mr. Gee is frank enough to admit that without the assistance they received they would never have considered taking this step. 'Even then we nearly gave up the idea when we saw all the forms we had to complete and the conditions we had to comply with. But when officials explained things to us we saw that there was nothing unreasonable or difficult in what we were asked to do. We did have a great deal of help in this direction, and I suppose there is some satisfaction to the tax-payers that the large sums of public money involved in these cases are handled with such care. The Government departments and local authorities we dealt with were more than helpful. They went to enormous lengths to give us what we wanted, to show us everything we wanted to see, and in every way to make the move as smooth and painless as possible. In fact it couldn't have been easier if we had been moving across the street instead of 400 miles.'

When the company transplanted itself from Kensal Road, W.10. to Shotts in mid-1964 it brought with it a number of key personnel. A few were reluctant, most had mixed feelings and the management felt that loyalty to the firm was the only driving force in some cases. For a short time there were housing difficulties, but the local authority was able to solve these, and there remained only the question of how people accustomed to London life would adapt to their new environment. To everyone's relief they adapted well and quickly, particularly (oddly enough) the teenage children of the workers. 'I still don't really understand this,' admits Mr. Gee, 'but many of them now say they prefer life in Shotts to life in London'.

These same problems also afflicted management, of course – particularly that of housing – but again they were swiftly ironed out. Mr. Gee himself says that he would never contemplate going back to London, and when asked by business friends for advice on whether they should leave the crowded south he has no hesitation in giving a full recommendation.

This is perhaps well supported by the fact that at the moment the company has an application under consideration for an extension which will double the size of the existing factory and boost their payroll from about 260 to something over 400. When the factory was built, provision was made for this sort of growth, and within months of moving in it had become obvious to the directors that they were going to need that space. The business they had been forced to refuse in London kept coming in and they have been able to meet the growing demand for their products. While admitting that most of the operations in the factory are of an unskilled nature, he is not slow to pay tribute to the Shotts workers. 'Everybody needs a little time to get accustomed to a new job, and our workers did this very quickly. They give us a good day's work every day, and are such pleasant, well-behaved people that it is a pleasure to have them with us.'

Model Toys Ltd. now regards itself as one of the leading manufacturers of plastic model figures – the successor to the lead soldier. They sell to most parts of the world, including some countries which are traditionally thought of as expert toymakers, and are still growing. None of this would have been possible if they had stayed in London. Indeed, there may have been a limit to the length of time they could have operated at all under the conditions they had to accept. In their present situation it would seem to be superfluous to ask if they have any regrets about crossing the border, without even the safety line of a sales office in the south.

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Effect of seamen's strike on the economy

—the Prime Minister

SPEAKING ON TELEVISION and radio on the evening of May 16, Mr. Harold Wilson, the Prime Minister, said that the seamen's strike was totally unnecessary and would settle nothing. After reviewing the months of negotiations between the seamen and the shipowners and the union's rejection of the Government's offer of an interim wage increase and a court of inquiry, the Prime Minister spoke of the likely effects of the strike on the economy and said the Government had prepared emergency plans for introduction if necessary.

Below are extracts from the Prime Minister's broadcast.

'What is at issue here is our national prices and incomes policy. To accept this demand would breach the dykes of our prices and incomes policy. And once they were breached, this would mean higher and higher living costs for all our people, and it would mean, equally, that we should be priced out of export markets abroad.

'To abandon the prices and incomes policy would mean the end of our hopes of solving our national economic problems on a basis of maintaining full employment. For a necessary condition of full employment is that incomes must not run ahead of our national increase in productivity.

'There will be those who say that to insist on the basic principles of prices and incomes policy will be costly for the nation. What is at issue is this. Our determination to insist on these principles when the cost is so great will be taken by everyone, here and abroad, as a proof of our determination to make that policy effective.

'For the immobilization of our merchant fleet is bound to have serious economic consequences. Our export drive will be hit. Export markets once lost will not be easily regained, because, no less than price and quality, our overseas customers demand—rightly demand—certainty and speed of deliveries.

'Over a period of time, British industries dependent on imported raw materials can be forced on to reduced activity, short-time working. Employment will be affected progressively. Indeed, if we permanently lose trade to foreign shipping, the long-term prosperity of the shipping industry itself and of those who work in that industry, the union's own members, would be damaged perhaps for a long time to come.

'It will, over a period of time, affect imports of food and raw materials. Quite quickly imports of fresh fruit and vegetables will be affected—and on this let me say the nation has the right to demand that wholesalers and retailers do not exploit the situation by rushing to raise prices before they are hit. Later there may be difficulties in some areas at least over meat supplies.

'The Government have prepared full contingency plans for doing everything within the power of a Government to deal with the situation. Until we see how the situation develops we are not declaring a state of emergency, but we shall be ready if this becomes necessary. Meanwhile, the Royal Navy stands ready to ensure the delivery of essential supplies to isolated parts of the country dependent on shipping services.

'This is a challenge we did not seek and do not want. All the more so because it comes from men who have won the undying respect and admiration of the whole nation, men who have genuine and deep grievances that ought to be dealt with urgently and by effective means.

'This strike will settle nothing. It will neither establish their case nor settle their grievances. At great cost to Britain, at great cost to those who work in the industry, it will delay the settlement of these problems and in the atmosphere which will inevitably follow make them harder of solution. This is not the way.

(*Ban on export of cattle and meat, see page* 1121)

Prime Minister's seven-point formula for full employment economy

SPEAKING AT A LUNCHEON of the Parliamentary Press Gallery in the House of Commons on May 11, Mr. Harold Wilson, the Prime Minister, laid down seven points which, he said, not only embodied the implications of a policy based on full employment but were the only means of maintaining full employment:

that we do not allow incomes to rise at a rate higher than productivity because if they did it would be self-defeating in terms of what the incomes would buy;

that we must end all restrictive notions on both labour and management side;

that we cannot afford amateurism, whether in Government or in industrial management;

that we cannot afford to lag behind other nations in industrial investments;

that our prime need is to encourage new technological processes, new industrial research and new structures within industry, and within the field of Government expenditure;

that we must give selective and discriminatory help, within the existing pattern of production, to those industries which can make a major contribution to exports and to import savings;

that we have to make a positive discrimination in favour of industrial production as against expenditure on services.

The Prime Minister again called for an increase in exports. He referred to 'the dilemma we are facing that so far Britain has not found a way to increase industrial production without a balance of payments crisis. This lends emphasis to anything we can do within a given level of production, within a given pattern of industrial costs, to increase the proportion of exports by giving a deliberate bias within our economy so as to help exports'.

There was no export incentive proposed that the Government had not examined during the past 18 months. Indeed, already in this Parliament, new work had been started urgently on the possibilities of the export incentives inherent in a taxation system based on TVA – a tax on value added in production. 'If there is an export incentive available and we have not thought about it, the reward to its inventor might well go up to half a kingdom' (subject, he added, to tax).

Referring to the introduction of the selective employment tax, the Prime Minister said it held out infinite possibilities. It was not intended to be a temporary tax and he thought it would prove to be a tax of not inconsiderable elasticity both in application and yield. He had long had a notion that we might be a richer nation if we were able to concentrate taxation less on industrial profits and more on industrial costs. 'If it is right, that we should start to tax the costs of production (so far within the services field) rather than industrial profits, might we not look forward to a situation in which this will develop over a wider field of industry, when we have been able to refine our present proposals.'

Economic Trends

A monthly journal for those who want to follow the main trends of the economic situation in the United Kingdom. It brings together the main statistical series on employment, output, consumption, trade and finance, and each issue contains a special feature article on some aspect of the statistics.
Price 7s. (*by post* 7s. 6d.) Annual subscription £4 11s. 0d. including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569, *S.E.*1), *Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

President to visit Canada

MR. DOUGLAS JAY, President of the Board of Trade, is visiting Canada between May 25 and 28. On May 26 Mr. Jay will address a luncheon meeting of the Canadian Club in Ottawa and on May 27 he will speak at the 14th annual general meeting and conference of the British-Canadian Trade Association.

While in Canada, Mr. Jay will also have discussions on Anglo-Canadian trade matters with Canadian Ministers.

Notes:

The British Canadian Trade Association (formerly the Canadian Association of British Manufacturers and Agents) was founded in 1951 by the then Federation of British Industries. Its main purpose is to promote the sale of Brtish goods in the Canadian market and to this end maintains offices and display centres in Toronto and Montreal. Its membership is drawn from business enterprises with an interest in purchasing goods from Britain, in representing British firms or in any other way promoting trade between the two countries. The Association's annual general meeting and conference in May is of special importance because of the major export promotion effort which the British Government and British exporters will be making in the Canadian Centennial Year, 1967.

The Canadian Club in Ottawa draws its membership from leading figures in the governmental, professional and business communities of the city. Its regular luncheon meetings provide the main speaking platform for eminent visitors to Ottawa.

Mr. Mason's visit to USSR

MR. ROY MASON, Minister of State, Board of Trade, spoke last week about his recent visit to Moscow, which was made in return to one by Mr. Bakaev, USSR Minister of Merchant Marine to the United Kingdom last year. In addition to an interview with Mr. Kuzmin, Deputy Minister of Foreign Trade, the Minister had a long interview with Mr. Kosygin, the Prime Minister.

At all his interviews the Minister emphasised the imbalance in Anglo/Soviet trade despite the promises made by Mr. Patolichev, Minister of Foreign Trade, in 1964. At present the deficit amounts to £73 million and Mr. Kosygin suggested that there could possibly be an opening in the USSR for the British motor industry and expressed the hope that British cars would be on show at the United Kingdom Industrial Exhibition to be held in Moscow in July.

Referring to shipbuilding, the Minister said the Russians were embarking on a huge construction programme and 50 to 60 per cent of their requirements would be supplied by themselves and others from Soviet bloc countries. The Minister believed that there were good opportunities for British shipyards particularly those that produced specialized ships. Visiting a shipyard in Leningrad, the Minister was interested in their series construction of tankers but felt that for technique and tooling, British shipyards compared favourably. In addition to his visit to Leningrad, the Minister also inspected the hydrofoil base at Scotchi on the Black Sea and travelled in a 120-seater hydrofoil. Whilst these had a part to play in sea transport, the Minister said hydrofoils were unsuitable for choppy seas, nor carried cargoes, and believed our own hovercraft would prove more effective in British conditions.

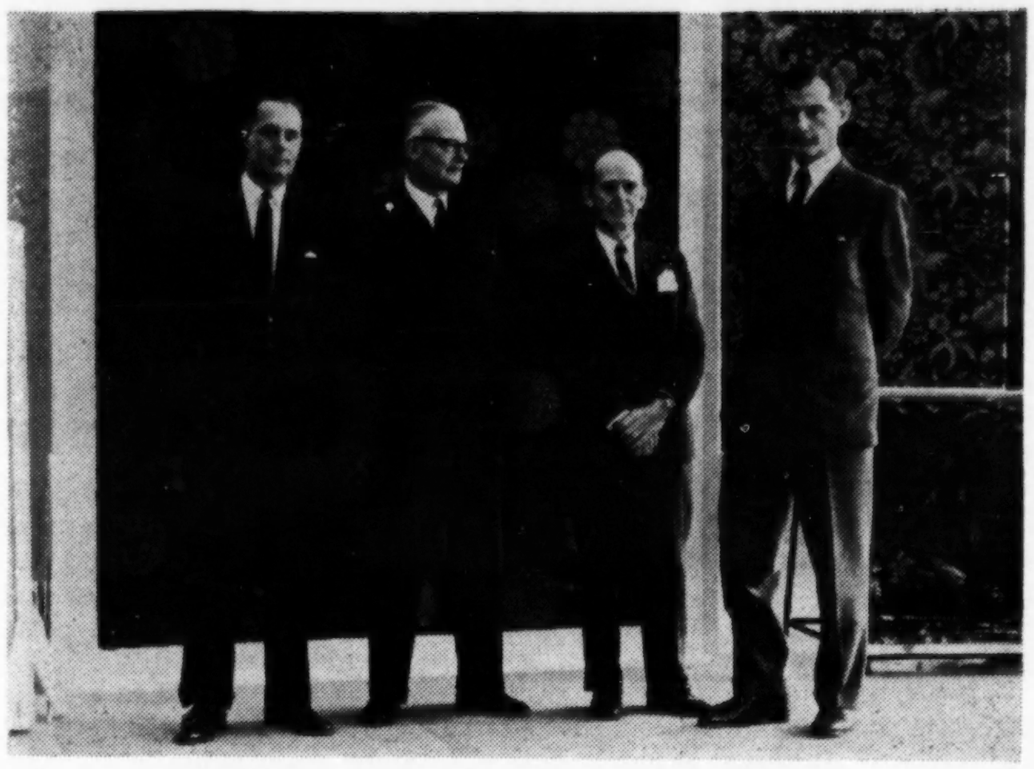
The other main subject the Minister was interested in pursuing in Moscow was the possibility of concluding a Navigation Treaty. This would probably cover such matters as the rights of ships in distressed circumstances, entrance to ports when ships were damaged, rights of salvage and fair trading in the carriage of freight and passengers. During the visit the Soviet authorities handed over a preliminary draft which is now being studied.

This was the first visit to the USSR by the Minister and he impressed on all the Russians the necessity for more Ministerial visits to the United Kingdom by Russian Ministers.

Mr. Darling to visit Fairs in Budapest and Prague

MR. GEORGE DARLING, Minister of State, Board of Trade, is visiting Hungary between May 19 and 23 to attend the opening of the Budapest Annual International Trade Fair which begins on May 20 and closes on May 30.

The Minister will visit the British Pavilion, which covers an area of 15,000 sq. ft., and has again been organized by the Board of Trade. Twenty-seven British firms will be exhibiting their products.



Mr. C. Campbell, manager of Carpet Trades (Canada) Ltd., Vancouver, recently visited Carpet Trades Limited in Kidderminster. The object of his visit was to review the ranges for Western Canada and to establish future marketing policies for that area. Mr. E. B. Dawson, export sales manager of Carpet Trades Limited, will be visiting Canada in the autumn of this year. From left to right, Mr. E. B. Dawson, Mr. D. G. Simpson, sales director, Mr. C. Campbell, and Mr. R. S. C. Fletcher, managing director of Carpet Trades Limited.

There will also be an official information stand in the Pavilion manned by the staff of the British Embassy. The wide selection of British goods on show will include plastic materials, measuring devices, textile finishing machinery, filtration equipment, a variety of industrial lighting equipment and thermal cutting machines.

Mr. Darling will then travel to Czechoslovakia at the invitation of the Czech Minister of Foreign Trade, M. Frantisek Hamouz, and will visit the new polythene plant built by Simon-Carves Ltd. at Bratislava and the International Computer Exhibition in Prague. The exhibition, which will be supported by a symposium on computer technology, includes 14 British firms who will occupy 70 per cent of the exhibition. The British section has been organized by the London Chamber of Commerce and the Board of Trade.

The Scottish Export Committee

A NEW, jointly sponsored body, to be known as the Scottish Export Committee, has been created for the purpose of co-ordinating and developing what is already being done to expand Scotland's export trade. The chairman of the new committee will be Sir Robert A. Maclean, chairman of A. F. Stoddard & Co. Ltd.

Announcing the new development he said that a number of considerations had led the sponsoring bodies to set up the committee. First of all, there was a growing awareness of a need to bring about an even more effective measure of co-operation among organizations in Scotland which were actively engaged in export promotion. Second, there was the increasing national emphasis on overseas trade coupled with the need for a sustained effort on the part of all concerned in Britain to improve the balance of payments position. The sponsoring bodies are: The Scottish Council (Development and Industry), The Council of Scottish Chambers of Commerce, Confederation of British Industry, Scottish office, The Committee of Scottish Bank General Managers, Scottish Trades Union Congress, General Council, British National Export Council.

The broad objectives of the committee, which will have as its primary aim the encouragement and expansion of Scotland's export effort, are: (i) the direction of joint activities; (ii) effective collaboration between different bodies on continuing separate activities; (iii) recognition by the Board of Trade and the BNEC of the unified approach to Scottish export matters within the broad lines of national policy and structure provided by the Scottish Export Committee; and (iv) the exercise of foresight in establishing new activities designed to expand export trade.

No time scale for Britain joining EEC

–Mr. George Brown

MR. GEORGE BROWN, First Secretary of State, told correspondents in Bergen on May 13 that he was not going to set a time scale for Britain's probe into the prospects for membership of the European Economic Community. Mr. Brown, who led the British delegation to the EFTA Ministerial meeting, said: 'I am not going to put a time scale on this. I think it would be silly to do so.

'We shall conduct the probing carefully, neither seeking to slow it down or speed it up but seeking to get the position right and knowing that when we move that we move from a position not only of strength but also of understanding.'

It was emphasized in Bergen that the probing operation was not a question of Britain trying to move from one economic organization to the other. Britain is thinking in terms of a widened and expanded community of which not only Britain but other countries would be additional members. Other countries in special positions are seen as associate members of such a wider community.

The British team at this meeting in Bergen considered it among the most cordial of recent EFTA meetings. They felt the happier atmosphere stemmed from a new degree of confidence about the strength of the association and its sense of purpose.

A major factor in this thinking of course is EFTA's emergence as a full industrial free trade area at the end of this year – three years ahead of its own schedule and 18 months ahead of the European economic community.

Ministers leading the United Kingdom delegation were Mr. George Brown, First Secretary of State; Mr. Douglas Jay, President of the Board of Trade and Mr. George Thomson, Chancellor of the Duchy of Lancaster.

EFTA Ministerial meeting communique

THE FOLLOWING COMMUNIQUE was issued at the conclusion of the European Free Trade Association meeting in Norway:

The EFTA council and the Joint Council of EFTA and Finland met at Ministerial level in Bergen on May 12 and 13, 1966 under the chairmanship of Mr. Kaare Willoch, the Norwegian Minister of Commerce and Shipping.

Ministers reviewed the progress of the Association since the Ministerial meeting in Copenhagen last October. They noted the great strides taken by EFTA trade since the inception of the Association and looked forward to still more progress when industrial tariffs are finally eliminated in December 1966, three years ahead of the original target. They greeted with particular satisfaction the decision of the United Kingdom Government not to prolong the import charge after November 1966. They welcomed this decision as a sign of the strengthening of the British economy and an encouragement to the progress of the Association.

The EFTA Council directed their main attention to the problems of European integration and found themselves in agreement on the fundamental issues. It was recalled that EFTA was designed to promote economic unity in Europe. EFTA had already invited the EEC Member Countries to take part in a dialogue on the pursuit of policies leading to the mutual growth of trade and the expansion of their economies. This invitation still stands. The Ministers remained convinced of the benefits which an integration of the European Economies would confer on Europe itself and indeed the world as a whole. They pledged their governents to pursue, by all available means, the objective of such an integration. Their governments would keep each other fully informed of their individual efforts and would remain in close consultation at all stages. A comprehensive report on Austria's negotiations with the EEC was given by the Austrian delegation. Ministers decided that the Secretariat should review and analyse the impact of the divergence between the two trading groups with its waste of existing and potential resources.

The Kennedy Round of tariff negotiations in the GATT was discussed in the Joint Council. The Ministers noted with deep concern the slow rate of progress being made. They stressed the overwhelming importance of these negotiations both in the interest of expanding world trade and of mitigating the consequences of the division in Europe. They pledged themselves to do everything in their power to facilitate a successful conclusion of the negotiations.

A review was also conducted of the current business of the Association. Decisions were taken on the following matters:

(A) The means of developing further agricultural trade among the members:
(B) The right of establishment, on which a separate note is appended:
(C) Industrial standards:
(D) The constitution of a sub-committee of the Consultative Committee to discuss economic and social problems.

At the invitation of the Portuguese Government, the next meeting will be held in Lisbon on October 27 and 28, 1966.

Annex to the communique: establishment

The following statement was issued as an annex to the communique:

1. Article 16 of the Convention provides: 'That restrictions on the establishment and operation of economic enterprises in their territories by nationals of other Member States should not be applied, through accord to such nationals of treatment which is less favourable than that accorded to their own nationals in such matters, in such a way as to frustrate the benefits expected from the removal or the absence of duties and quantitative restrictions on trade between member states.'

2. The following types of establishment by EFTA nationals are recognized as leading to an expansion of intra-EFTA trade, and will be permitted by Member States without restrictions applying less favourable treatment in practice to nationals of other EFTA countries:

(A) Establishment of economic enterprises for commerce in goods of Area origin, including:
  (i) The employment of commercial agents
  (ii) The setting up of branches and subsidiaries
  (iii) The establishment of independent enterprises to promote the sale of goods between Member States
(B) Establishment of economic enterprises for the assembly, finishing or servicing of goods which are of Area origin and are exported from one Member State to another
(C) Establishment of such economic enterprises for production, of goods of Area origin of which a significant proportion is to be exported to other Member States, which do not require:
  (i) Access to the capital market of the country concerned, or
  (ii) Takeover of existing enterprises in the country concerned, or
  (iii) Ownership of natural resources of the country concerned.

3. Establishment of economic enterprises other than those mentioned in paragraph 2(B) and (C) for production of goods which are of Area origin is subject to examination to determine whether the benefits expected from the removal or the absence of duties and quantitative restrictions would be frustrated. However, a liberal interpretation will be given to the concept 'Benefits expected from the removal or the absence of duties and quantitative restrictions'. The concept implies not only an increase in value and/or quantity of trade between EFTA countries, but also other advantages to be derived from co-operation between Member States under the Stockholm Convention. It will be read in conjunction with Article 2 of the Convention, which sets out the objectives of the Association and thus indicates some of the benefits to be expected 'from the removal or the absence of duties and quantitative restrictions on trade between Member States'.

4. In order to ensure that they are in a position to carry out their obligations under the convention, Member Governments will examine their present legislation and regulations and the application thereof in practice with a view to ensuring the effective implementation of Article 16. They will provide, where necessary, for:

(A) Such general exemptions as are required for the proper implementation of Article 16 to be embodied in legislation or, where such legislation cannot be introduced,
(B) Such administrative exemptions or regulations as case by case would attain the same objective.

5. Governments will report in the Council before the end of 1966 on the findings of the examination and on possible action to be taken under paragraph 4 above. They will thereafter report any major changes in legislation and practice which are of relevance for the implementation of Article 16.

6. The understanding thus reached by Ministers does not entail any change in existing obligations extending either to cases where the establishment of production enterprises requires any of the facilities mentioned in paragraphs 2(C) (i), (ii) or (iii), or to the application of exchange control measures by Member States. These two aspects of establishment will be further examined by the Council at official level with a view to reaching agreement if possible by the next meeting of the Council at Ministerial level.

10 per cent plant and machinery grants: extension of closing date

THE WHITE PAPER on Investment Incentives (Cmnd. 2874) announced the Government's proposals, subject to Parliament's approval, to introduce a new system of investment grants and to amend or extend the Local Employment Acts. The Industrial Development Bill, by which the Government seek powers to implement these proposals has now been introduced.

Paragraph 48 of the White Paper announced that after January 17, 1966 the Board of Trade would not accept new applications for 10 per cent plant and machinery grants under the Local Employment Acts for projects providing employment for the benefit of development districts, except in respect of machinery for which a firm order was placed before that date. In such cases applications would be accepted only up to March 31, 1966. This was because it would be a waste of resources, both for the firms concerned and for the Government's administration, to continue to make inquiries about employment estimates any longer than was necessary. The entitlement of firms in the proposed new development areas to 40 per cent investment grants (towards which any grants of 10 per cent would be treated as a payment on account) would not depend on the provision of employment.

There are, however, two development districts, Bridlington and Gunnislake, in which firms will not be eligible for investment grants at 40 per cent since they are not included in the proposed new development areas. The Board of Trade therefore now announce an extension of the closing date for the receipt of new applications for 10 per cent plant and machinery grants from undertakings in Bridlington and Gunnislake; they will accept such applications while these two places remain development districts.

Applications cannot be accepted thereafter, and firms are reminded that all development districts will cease to exist as such when the Industrial Development Bill comes into force.

There may also be a few undertakings just outside the present development districts which are eligible for some assistance under the Local Employment Acts insofar as they provide employment for people who travel to work from the neighbouring development districts. Where such undertakings are not situated in the proposed new development areas they will not be eligible for the 40 per cent investment grant; the Industrial Development Bill makes no provision for special assistance to undertakings outside the new development areas to which people travel to work from these areas. In respect of these undertakings also, the Board of Trade are now prepared to consider applications for 10 per cent plant and machinery grants if they are received while the neighbouring localities remain development districts. No applications can be accepted after the date when the Industrial Development Bill comes into force.

Firms are reminded that applications for other forms of assistance under the Local Employment Acts (building grants and general loans and grants) from undertakings in those development districts and travel to work places which are not to be included in the proposed development areas must also be made before their status changes.

Note:

Development districts under the Local Employment Act are localities in which, in the opinion of the Board of Trade, a high rate of unemployment exists or is threatened and is likely to persist. The list of development districts has been changed from time to time as circumstances have altered; *development districts as such will cease to exist on the coming into force of the Industrial Development Bill* (which received its Second Reading on Monday, May 16).

CBI's 1965 Annual Report

THE FIRST Annual Report of the Confederation of British Industry has now been published and is available from the Confederation's offices at 21 Tothill Street, London, S.W.1. After dealing with the internal affairs of the CBI, and its organization by the three parent bodies, the report deals with the Confederation's activities, lists its standing committees, regional organizations and all the Government bodies and committees on which the CBI is represented. An index is provided.

Ban on export of cattle, sheep, pigs and meat

THE MINISTER of Agriculture, Fisheries and Food announced on May 17 that the export of meat and of non-pedigree cattle, sheep and pigs would be prohibited from May 21.

The Minister said that meat supplies were adequate having regard to home production and the level of stocks in cold storage. If the strike continued, however, imports of meat would be affected and the Government were as far as possible offsetting any such effect by revoking existing export licences for animals for slaughter and by prohibiting the export of meat.

Consumer Council members

MR. DOUGLAS JAY, President of the Board of Trade, has appointed the following as members of the Consumer Council from June 1, 1966: Professor M. W. Beresford, Mr. J. L. Bryson, Mr. T. Fenwick, Miss V. Makins, Mrs. M. Miller.

They will succeed Mrs. C. Calvert, Mr. L. Cohen, Mr. A. L. Diamond, Mr. W. G. McClelland and Mrs. F. Palmer, on the expiry of their appointments.

The following members of the Council have been re-appointed by the President for a further term: Mr. T. W. Cynog-Jones, Dr. A. F. Earle, Mrs. W. Jenkins, The Rt. Hon. Lord Peddie, Mrs. P. Perks.

Notes:

The re-appointment of Baroness Elliot of Harwood as chairman of the Consumer Council was announced on March 31.

The re-appointment of Miss E. Ackroyd as a member of the Council and as its director was announced on April 4. The appointments announced on May 16 complete the Council's membership of 12 persons. The first members of the Council were appointed in 1963, for three years, by the then President of the Board of Trade, Lord Erroll of Hale.

All the members have been appointed in a personal capacity and not as representatives of any organization or particular interest. The appointments are for varying periods of one to three years.

London Insurance Conference

THE INSURANCE AND COMPANIES DEPARTMENT, Board of Trade will be acting as hosts to the Sixth Conference of European Insurance Supervisory Services, May 23 - 26, 1966. Earlier conferences have been held in Belgium (1949), Holland (1952), Italy (1956), Spain (1960) and France (1963).

In London the 50 delegates, who are officials from government departments responsible for supervising the activities of private insurance companies will consider papers on methods of detecting impending insolvency of insurance companies, the calculation of reserves for non-life insurance, the compilation and publication of statistics on insurance business, as well as group insurances in the personal classes, compulsory liability insurance and private sickness insurance. An official of the European Economic Community Commission has been invited to attend the conference as an observer.

Inquiries arising out of this notice should be addressed to the Conference Secretary, Mr. D. Hacker, Insurance and Companies Department, Board of Trade, Sanctuary Buildings, Great Smith Street, S.W.1. Tel: Abbey 7877. Ext. 2830 (or during the conference, Ext. 2802).

Commonwealth trade officials meeting, May 1966

MR. ARNOLD SMITH, the Commonwealth Secretary General, announced that the meeting of Commonwealth trade officials which began on May 9 ended on May 13. During the meeting, officials carried further their discussions at the November 1965 meeting.

Commonwealth trade ministers will meet in London on June 13.

Inspector's reports on three companies

THE REPORTS of the inspector appointed by the Board of Trade pursuant to Section 165 (b) of the Companies Act, 1948, to investigate the affairs of the following companies were published on May 18, 1966, and copies may be obtained from HMSO: Jon-Landor Limited, price 1s. 6d., by post 1s. 9d., Langkon North Borneo Rubber Limited, price 1s. 6d., by post 1s. 9d., Selama (Malaya) Rubber Estates Limited, price 1s. 3d., by post 1s. 6d.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 3, 1966.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.58	Trichlorosilane containing not more than 0·002 parts per million by weight of boron calculated as B.	Trichlorosilane . .	December 31, 1966	2211
29.01	Buta-1:3-diene . .	As in previous column .	December 31, 1966	2427
29.02	1:1-Difluoroethane . .	As in previous column .	December 31, 1966	6852
29.35	2 - *tert*Butylamino - 4 - ethylamino - 6 - methylthio*sym*triazine.	2 - Methylmercapto - 4 - ethylamino - 6 - (t - butylamino) - S - triazine.	December 31, 1966	6851
29.35	Tetracosactide hexa-acetate.	B1-24 Corticotrophin; Tetracosactide; Synacthen.	December 31, 1966	6842

Note: The following items are re-advertisements, under revised definitions, of an application which was published in the *Board of Trade Journal* of February 18, 1966 (page 373).

81.04	Single or multi-strand niobium alloy wire containing zirconium but not containing titanium, whether or not coated with copper.	Super conducting wires and cables.	December 31, 1966	7867
85.23	Insulated wire and cable of niobium alloy containing zirconium but not containing titanium, whether or not coated with copper and whether or not impregnated with indium.			

Note: The following item is a re-advertisement, under a revised definition, of a current temporary exemption.

Tariff heading	Revised definition for tariff purposes	Present definition for tariff purposes	Reference
39.01	Nylon 6 in the forms covered by Note 3 (b) of Chapter 39 containing not more than 2% by weight of titanium dioxide, and not more than 2·5% by weight of carbon black, but not otherwise compounded.	Nylon 6 in the forms covered by Note 3 (b) of Chapter 39 containing not more than 2% by weight of titanium dioxide, but not otherwise compounded.	6295

Imports of watch and clock repair parts

THE BOARD OF TRADE announce in Notice to Importers No. 1151, May 17, 1966, a renewal of the arrangements for imports of watch and clock repair parts described in Notice to Importers No. 1036, dated May 24, 1963. The validity of existing open individual licences in the series RPW (for watch parts) and RPC (for clock parts) is hereby extended from June 30, 1966, to June 30, 1969. Licence documents need *not* be returned to the Board of Trade for amendment.

The scope of these licences has been altered somewhat since Notice to Importers No. 1036 was issued, and, regardless of what is stated on the face of the licences, they are now valid as follows:

(a) Watch repair parts may be imported under licences in the RPW series from any country other than Southern Rhodesia;

(b) Clock repair parts may be imported from any of the following countries, under licences in the RPC series:

Czechoslovakia, Germany (Soviet Zone), Hungary, People's Republic of China, Poland, Union of Soviet Socialist Republics.

(N.B.: Clock parts, like clocks themselves, may continue to be imported under Open General Licence (i.e. without the need for a specific licence document) from any country except those in the Soviet and Chinese blocs and Southern Rhodesia.)

Traders not at present holding licences which they may require may apply on form ILB/A to the Board of Trade, Import Licensing Branch, Hillgate House, Old Bailey, London, E.C.4. Separate applications should be submitted for watch repair parts and clock repair parts. Page 1 of the application form should be completed in full, but only the name and the description of goods, i.e. 'watch repair parts' or 'clock repair parts' should be inserted on page 3 of the following pages. The remaining space on the form should be left blank.

Applications must be accompanied by an undertaking in the form given below on the importer's own headed letter paper and signed by a responsible person whose status should be given (in the case of a firm, the signature of the proprietor or a partner; in the case of a company, the signature of a director or the Secretary).

Form of undertaking

'If an import licence is issued in respect of my/our application reference number ..... dated ..... to import watch and/or clock repair material, I/we undertake:

(i) that the parts so imported will not be disposed of by me/us other than on the express condition that they will be used solely for the repair of foreign-made watches and/or clocks;

(ii) to furnish the Board of Trade, Import Licensing Branch, if required, statements, certified by an independent practising accountant, showing the c.i.f. value of imports cleared through Customs.'

Applicants are reminded that any person who knowingly or recklessly makes a false statement or furnishes any document or information false in any material particular for the purposes of obtaining an import licence is liable to a fine not exceeding £500 and/or a term of imprisonment not exceeding six months. In addition, the import licence will be void from the date of issue, and any goods imported under it will be liable to forfeiture under the Customs Acts.

Removal of anti-dumping duty on a mixture of diphenyl ether and diphenyl

THE BOARD OT TRADE have decided that, in view of an undertaking given to them by the overseas supplier, anti-dumping duties need no longer be imposed on imports of a mixture of diphenyl ether and diphenyl originating in the United States of America. The Anti-Dumping Duty Order 1966 (S.I. 1966, No. 319) which imposed these duties has, therefore, been allowed to expire.

ESRO Summer School in the control of spacecraft

THE EUROPEAN SPACE Research Organisation (ESRO) is to hold a Summer School for 60 students on the subject of control and stabilization of spacecraft at Helsingfor, Denmark, from August 29 to September 23. Lectures will be given by highly qualified persons on passive control systems and active control systems, including jet control; and in addition there will be specialized lectures and seminars by experts working in related fields on actual projects.

Students will normally be required to pay a registration fee the equivalent of 100 French Francs and their own travel expenses. In a few cases scholarships may be awarded, in which event no registration fee will be required and travel expenses (2nd class fares) will be reimbursed.

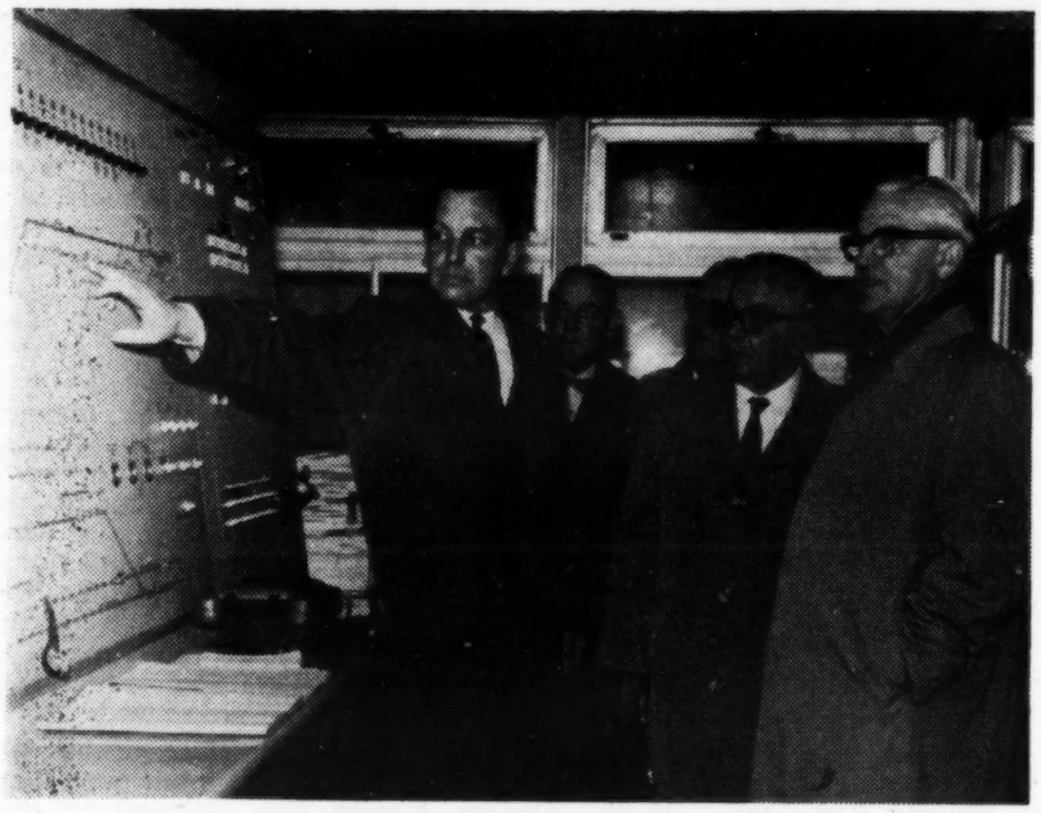
The applicants for the School should be graduates in engineering or physics and should preferably have post-graduate experience in some branch of space work.

Firms or individuals wishing to apply for places in the School should write to: Science Research Council, (Attention: Dr. B. G. Pressey), State House, High Holborn, London, W.C.1. Applicants should include brief personal details of the candidate, such as age and nationality, his educational background, and reference to any previous work connected with space and should be endorsed by his university or employer. They should arrive not later than June 1.

Fuller details of the School may be obtained from the Science Research Council.

Australian and NZ railway officials in Britain

AT THE INVITATION of the Board of Trade and the United Kingdom Railway Advisory Service at the Ministry of Transport, seven senior railway officials from Australia and one from New Zealand have been studying Britain's railway centres and the railway industry itself until May 20. Between them they represent every major network in the two countries: Mr. E. H. Brownbill (Chairman of Commissioners, Victorian Government Railways); Mr. B. A. Fox (Secretary, Tasmanian Government Railways); Mr. R. J. Fitch (Commissioner, South Australian Government Railways); Mr. A. T. Gandell, CBE (General Manager, New Zealand Government Railways); Mr. J. B. Horrigan (Senior Administrative and Technical Adviser, Western Australian Government Railways); Mr. A. G. Lee (Commissioner, Queensland Government Railways); Mr. N. McCusker, CBE (Commissioner, New South Wales Government Railways); Mr. K. A. Smith (Commissioner, Commonwealth Government Railways).



Seen here inspecting the movements panel at the British Railways' marshalling yards at Tinsley, Sheffield, are (left to right) Mr. F. Harrison, divisional movement manager, British Railways; Mr. B. A. Fox, Mr. J. B. Horrigan, Mr. E. H. Brownbill, and Mr. A. T. Gandell.

They found the automated marshalling yards at Tinsley, Sheffield (where wagons run uphill without any visible means of propulsion) of particular interest, as indeed, were many other aspects of their visit. Freightliner trains were of interest to the Commonwealth Government Railways who may consider a similar scheme for Australia. Diesel electric locomotives are of interest to New Zealand which is concentrating on this method rather than further electrification. Visits to four major research divisions of British Railways enabled the party to see some of the latest developments in modernizing British Railways. On the industrial side they visited AEI/GRS Ltd. to see modern signalling apparatus at the company's extensive Trafford Park works in Manchester, and visits were also scheduled to Westinghouse Brake & Signal Co. Ltd. and Standard Telephones & Cables Ltd. at Basildon. Locomotive equipment made by English Electric Co. Ltd., Brush Electrical Engineering Ltd., Loughborough and Rolls Royce Ltd., at Shrewsbury was also shown to the visitors.

Basic equipment, such as rails and fishplates, and everything that goes with them, was included with visits to Workington Iron & Steel Co. and to Steel Peach & Tozer Ltd., and to Taylor Bros. Ltd. at Trafford Park, Manchester, for railway axles and tyres. Firms like Craven Brothers Ltd. (carriages) and Sulzer/Vickers Ltd. (locomotives) were also in the programme.

In the past 12 months both AEI Ltd. and English Electric Co. Ltd. have announced orders well in excess of £2 million each for locomotive and associated electrical equipment for New Zealand, New South Wales, Western Australia and South Australia. There are big prospects for further orders.

Award for saving life at sea

MR. DOUGLAS JAY, President of the Board of Trade, has made an award of a piece of plate to Skipper Ian Innes, of the fishing vessel 'Branch', in recognition of his skill and seamanship during the rescue of the crew of the lobster boat 'James's' which capsized and sank at the entrance to Helmsdale Harbour on October 28, 1965.

The 'James's' escorted by three fishing vessels, including the 'Branch', were heading for the harbour and two of the vessels managed to get in. When the 'James's' was about 50 yards from the entrance and in mid channel huge breakers piled up astern and she was swamped. Life lines and life belts were thrown to the men in the water and two were pulled safely aboard the 'Branch'. By keeping his engine full astern, Skipper Innes was able to bear down on the third man who was swept well out in the channel. By hanging well down while the men on deck held his ankles, Skipper Innes managed to get a hold on the third survivor and he also was pulled safely aboard.

The survivors undoubtedly owe their lives to the fine seamanship of Skipper Innes and the full support given by his crew, under the difficult conditions which prevailed throughout the rescue operation.

Report on boiler explosions

THE 1964 annual report on the working of the Boiler Explosions Acts, 1882 and 1890 has recently been published and is on sale from HMSO, price 1s. 6d.

Under these Acts the Board are required to inquire into the cause of boiler explosions on land and at sea.

In the more serious cases a preliminary inquiry is held and the report is published. In 1964 seven such inquiries were held and altogether 53 explosions were investigated. Seven lives were lost and 16 persons were injured as a result of these explosions.

M notice on iron swarf

THE BOARD OF TRADE have issued notice M 507 advising on the prevention of heating in cargoes of iron swarf carried by sea. Copies may be obtained from Mercantile Marine Offices.

Defence specifications

THE MINISTRY OF DEFENCE announces that the following documents in the defence series have been published by HMSO, 49, High Holborn, W.C.1.

		Price £ s. d.
NEW DOCUMENTS		
DEF-1448	Cranes, truck mounted, fully slewing	2 6
DEF-1449	Cloths, sponge	1 6
DEF-1450	Cleaning compound solvent, cold bath type (dichloramethane)	2 6
DEF-1451	Cleaning compound solvent, hot bath type for metal (cresol/ortho-dichlorabenzene)	2 0
DEF-2304	Molybdenum-disulphide (powdered) ZX-35	2 0
DEF-5115-1	General requirements for resistors, fixed	17 6
DL 20	Cutting tools and accessories associated with machine tools and workshop plant	2 17 6
REVISIONS		
DEF-1069-A	Jackets, constabulary, O.R. lined, pattern No. A.194	2 6
DL-9-A	Common user hand tools	6 0
Supplement DG-7-A	Sampling inspection, a guide to the use of Defence Specification, DEF-131-A	8 6
AMENDMENTS		
DEF-1249	Chipboard, kraft lined (Amendment No. 2)	3
DEF-5214	Transformers and inductors primarily intended for use in electronics equipment (Amendment No. 4)	6
DL-9A	Common user hand tools (Amendment No. 1)	7 6

New factory needed to meet exports

ALKALINE BATTERIES LTD. of Redditch are to open a satellite factory in South Wales. The site chosen is in a development area at Ponthenry, five miles north west of Llanelly and the company will take over an existing Board of Trade factory of 17,500 square feet. Production plant is on order and at a later stage the factory will be increased to 24,000 square feet.

Production is expected to start in mid-summer and expansion is due to the increasing demand for the firm's batteries particularly to North America.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

THURSDAY, MAY 12

Investment in manufacturing industry

Asked if he would tabulate in the Official Report the value of investment by manufacturing industry as distinct from private portfolio investment by overseas companies in Great Britain, by companies from the United States of America in Great Britain, by European companies in Great Britain, by British companies overseas, by British companies in the United States of America, by British companies in the Commonwealth, by British companies in Europe and by British companies in under-developed countries, respectively, in each of the last three years, Mr. George Darling, Minister of State, Board of Trade, gave the following information relating to all industrial investment other than oil:

Private direct industrial investment (excluding oil)
£ million

	1963	1964	1965 (a)
Investment from overseas in United Kingdom industry			
World total	160	162	161
United States	104	99	..
Western Europe (b)	33	30	..
Investment by United Kingdom industry overseas			
World total	250	262	272
United States	26	43	..
Western Europe (b)	59	46	..
Commonwealth countries	100	118	..
Developing countries (c)	51	52	..

(a) Provisional.
(b) Excluding Irish Republic.
(c) Countries so classified by the United Nations, which include some countries in the Commonwealth.
.. Not available.

Investment incentives

Asked what representations he had had from the Confederation of British Industry on the proposals for investment incentives contained in Command Paper No. 2874, Mr. George Darling, said that the CBI had made representations both on the desirability of replacing investment allowances by investment grants and on specific aspects of the White Paper proposals. These, together with other suggestions from the CBI for the operation of the scheme, had been the subject of extensive discussions with the Confederation.

Asked why he did not classify the hotel industry as one of those sectors of the economy which could make the greatest contribution to strengthening the balance of payments; and whether he would now include them in the investment incentives scheme. Mr. Roy Mason, Minister of State, Board of Trade, said the Government welcomed the contribution made by the hotel industry to strengthening the balance of payments. That contribution was, however, much lower than that made by manufacturing industry, and was not a sufficient reason for including it in the investments grants scheme.

Replying to a question on the net annual value of investment grants offered to industry in Scotland under the Government's Industrial Development Bill, Mr. George Darling said: 'It is expected that the amount of investment grants payable under Part I of the Bill, in respect of investment in 1966 in eligible assets in the manufacturing, extractive and construction industries in Scotland will be about £30 million.'

Trade and Navigation Accounts

Asked when the Trade and Navigation Accounts and the Overseas Trade Accounts would be published by Her Majesty's Stationery Office Mr. Roy Mason said that the Overseas Trade Accounts (which replaced the Trade and Navigation Accounts last year) were being published on the 21st working day following the end of the month. From July onward they would be published on the 19th working day.

Bigger cargo ships

Asked if, in view of the fact that the British steel industry is paying three to four times more freight costs on imported iron ore than its continental counterparts, he would take steps to encourage the building of bigger ships, and so reduce freight rates Mr. Roy Mason said British shipyards could already build dry cargo bulk carriers up to any size likely to be used in the foreseeable future and no useful purpose would be served by requiring or encouraging British yards to build bigger ships than were ordered from them. The question of the likely effect of using bigger ships on British ore prices was for the Minister of Power.

Training of export officers

A member asked what training had been provided for the export officers who visited firms to discuss export problems and to offer help. Mr. Roy Mason said the Board of Trade's Regional Export Officers were given initial instruction on the range of services available to exporters from the Government and other bodies and were kept up to date with current developments in this field.

Exports to Common Market

Asked what was the total amount of exports to the six Common Market countries in each year from 1960 to the last complete year for which figures are available Mr. Douglas Jay, President of the Board of Trade, gave the following information:

United Kingdom exports to the European Economic Community
£ million

1960	1961	1962	1963	1964	1965
563	662	767	874	898	905

Note: All figures include trade in diamonds and other precious and semi-precious stones.

Trading with Latin American countries

Asked what improvement had taken place in trading between Latin-American countries and the United Kingdom since the visits of the Foreign Secretary and the Parliamentary Uunder-Secretary of State for Foreign Affairs last January; and what follow-up action had been taken by the Board of Trade since the visit to stimulate trade, Mr. Roy Mason said: 'It is too soon to see the results from visits paid as recently as January. The Board of Trade, in co-operation with the Committee for Exports to Latin America, continues to direct the attention of British industry to the opportunities in Latin America and to help in exploiting them. Exports to Latin America benefit from the facilities of ECGD, further improvements in which I announced on May 9.'

Mining machinery for Australia

Asked if he would state the value of exports of mining machinery for the period 1955 to 1960 from this country to Australia, and the value of exports from 1960 to 1965; and what perecentage of the total imports of mining machinery into that country these figures represented, Mr Roy Mason said the figures were £2.5 million and £2.6 million respectively; the United Kingdom share of Australian imports, calculated from Australian statistics with a wider coverage, was about 35 per cent and 26 per cent respectively.

Nigerian Association with EEC

A member asked what was the expected effect on Anglo-Nigerian trade of Nigeria's association with the European Economic Community. Mr. Roy Mason said that negotiations had been concluded between the EEC Commission and the Nigerian Government on the terms of a draft agreement. 'Details have not yet been published' continued Mr. Mason 'and we do not know when it may be brought into operation. I cannot therefore estimate the effect on our trade with Nigeria.'

Geddes Report on shipbuilding

Asked if he would examine the recommendations of the Geddes Report with a view to taking such action necessary to assist North-east shipyards to obtain orders which they were at present obliged to turn down Mr. Roy Mason answered 'The recommendations in the Geddes Report are intended to enable the industry to increase its output and productivity and we are taking all possible action to enable them to be implemented within the timetable proposed by the Committee.'

A further question on the implementation of the Geddes Report was referred to the reply given to the Member for South Shields on April 28.

Coastguard station at Looe

Asked if he would give an assurance that the coastguard station at Looe would not be closed, in view of the numbers of rescue operations involving coastguards in this area during the past five years Mr. Roy Mason said 'Yes, Sir'.

Imports from United States

Information was given on the import of agricultural produce, canned, frozen, dried or fresh, including fruit, into the United Kingdom from the United States.

FRIDAY, MAY 13

Imports of finished and grey cotton cloth

A Member asked if in view of the fact that imports of finished cloths had increased in the first quarter of 1966 from 31 million to 43 million square yards and that 64 per cent of this increase came from Hong Kong and India, if the President of the Board of Trade would take steps to protect the Lancastrian trade. The Member also asked if the President was aware that the imports of grey cotton cloth in the first quarter of 1966 were 156 million square yards as compared with 108 million in the same period for 1965; if he would take steps to curb imports from Hong Kong, India and Pakistan in order to assist the Lancastrian industry; and if he would make a statement. Mr. George Darling replied that imports of finished cotton cloth and imports

of grey cloth in the first quarter of this year were heavily inflated by the arrival of goods shipped before the end of 1965 after he had decided that no carry-over of 1965 quotas into 1966 could be allowed. Imports from India, Hong Kong and Pakistan and many other countries were subject to a total limit under the interim control arrangements now in operation. Final arrangements to cover the period until 1970 would be announced as soon as possible.

Japanese cutlery imports

Asked if he was aware that since all quota restrictions on Japanese cutlery imports to this country were lifted in January under the terms of the Anglo-Japanese trade agreement, imports of cheap Japanese cutlery had swamped the United Kingdom market and were a threat to British industry; and if he would impose safeguards against this, Mr. George Darling answered that there had been an increase in imports of cutlery from Japan since the lifting of import restrictions, but the Japanese cutlery industry were operating a voluntary system of control over exports to this country. He was keeping a close watch on the level of imports in consultation with the industry.

Imports of made-made fibres

Asked if he was aware that imports of man-made fibre piece-goods jumped from 20 million to 29 million square yards in the first quarter of 1966, and, in view of the fact that they came mainly from non-Commonwealth sources, mainly low-cost eastern suppliers, if he would take steps to curb these imports; Mr. George Darling said that the bulk of imports of man-made fibre piece-goods come from North America and from Western European countries. Imports were generally subject to a substantial tariff. He was examining representations which had been made that some imports of these goods from some sources were a deliberate circumvention of the arrangements applying to cotton textiles.

Reduction of Canadian tariffs

Asked in view of the facts that last year Canada sold £250 million more to Great Britain than she purchased and that Canada had enjoyed a big trade surplus for many years, and imposed tariffs much higher upon British goods than the United Kingdom imposes on Canadian goods, if he would make representations to obtain a reduction of Canadian tariffs or impose quotas against Canadian imports; Mr. George Darling said that there were a number of ways in which we were seeking to reduce the large deficit on our visible trade with Canada. We were laying the main stress on energetic export promotion measures. For the first three months of this year our exports to Canada were 30 per cent higher than for the same period of 1965, and the deficit on visible trade was substantially reduced. We were in continuous touch with the Canadian Government in an effort to reduce obstacles to the expansion of British exports, particularly in relation to the operation of Canadian anti-dumping legislation.

Monopolies Commission report on electrical wiring

Asked whether he had received the report of the Monopolies Commission on the supply of electrical wiring harnesses for motor vehicles; and when it would be available to Parliament, the President said: 'I received the Monopolies Commission's report on the supply of electrical wiring harnesses for motor vehicles on April 26. It will be laid before Parliament and published as soon as possible.'

MONDAY, MAY 16

Loss of production through fire

Asked what was the loss in production incurred through accidental fires in each of the years 1961 and 1965. Mr. George Darling said: 'This information is not available. It has been estimated that material damage arising from fires in industry amounted to about £25 million in 1961 and £50 million in 1965.'

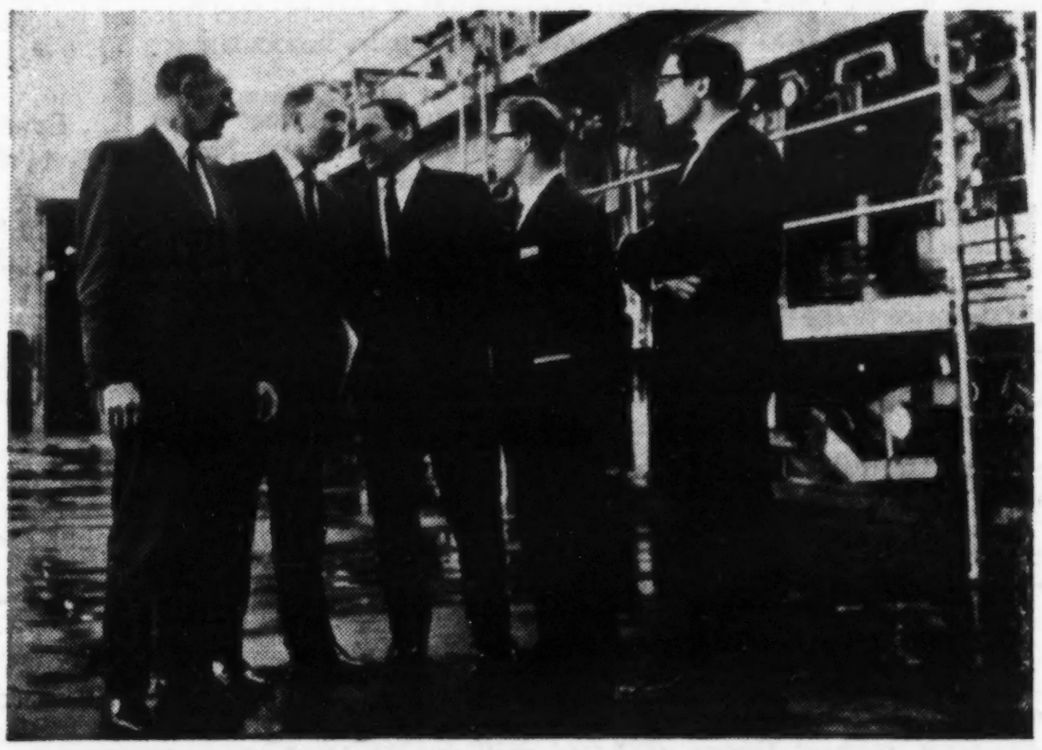
Companies Bill

Asked whether he intended to introduce a Companies Bill during this Session, Mr. Douglas Jay said that a Companies Bill was being prepared for introduction in the present Session if time is available, and, if not, for introduction in the next Session.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

VISITORS FROM EASTERN EUROPE



A ten-man delegation of Russian paper and board experts representing the Paper Technical Institute of Russia visited Thames Board Mills Limited, Purfleet, Essex, recently to inspect the giant No. 11 Board Machine. In this picture Mr. J. S. Curtis (left) chairman of Thames Board Mills, talks to Mr. C. S. Norton of Walmsleys (Bury) Ltd., to Mr. V. Sasonko and Mr. V. Boiko, and to another member of the Russian delegation in front of the Inverform section of the No. 11 Board Machine at Purfleet. Walmsleys (Bury) Ltd., who developed and installed the No. 11 machine at Thames, organized this tour of the United Kingdom.

A Polish delegation headed by the deputy director of the machine tool division of Metalexport, the Polish Government's buying agency, visited the Bolton factory of Thomas Ryder & Son Ltd. in April. Ryder manufacture high-speed vertical chucking automatic machine tools and export nearly half of their total production, particularly to Europe. The visit was arranged by Mr. E. Slack, sales director of Ryder, while on a recent trip to Poland. This photograph shows members of the Polish delegation inspecting Ryder machine tools during manufacture. Mr. R. G. Ryder, managing director, is second from right.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
June 2	**Quantity of underground electric cable as laid, for removal from RAF Station, North Pickenham, Norfolk.**	**North Pickenham is approximately 3 miles from Swaffham, Norfolk, on the Swaffham-Watton Road. Sale at 'George' Hotel, Swaffham.**	**Cruso & Wilkins, 27 Tuesday Market Place, Kings Lynn, Norfolk. (Tel. 3111.)**
June 6	**Machine tools and miscellaneous stores, including:**	**Ordnance Storage and Disposal Depot, Rotherwas, Hereford.**	**Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. Hereford 4366).**

Lathes, drills, millers, grinders, shapers, etc.; 12 solid fuel cooking ranges, 72 in. double oven; Onan, Coventry Climax, Lister 3, 3½/4 and 15 kVA generators; 4 projectors AA 150 c/m Mk. 3 mounted; 54 wireless reception sets (R 107); wireless and electronic spares including large quantities of capacitors, resistors, valves, etc.; 2 tons steel sheets of various dimensions; 2,700 metal 2- and 4-way pallets; MT spares including fuel pump assemblies, inlet valves, shock absorbers, clutch plates, cables, wheels and tyres, etc.; 1,000 Desmo and Aerite tyre foot pumps; greatcoats, blouses, trousers and other clothing; mattresses; 3,000 blankets; office and domestic furniture.

1966	Stores	Location	Auctioneers
June 7 & 8	**Clothing and footwear, machine tools, electrical and radio equipment, miscellaneous stores.**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. Bicester 2073).**

Clothing, footwear and textiles: Large quantities of unworn civilian clothing and footwear including sports jackets, flannel trousers, single and double breasted suits, officers' mackintoshes, raincoats, shirts, collars, leather gloves, assorted felt hats, men's brown and black Oxford and Derby shoes (various sizes); men's black leather ankle boots; ladies' brown leather shoes (various sizes); anti-gas rubber over-boots and other protective clothing; many thousands pairs woollen socks of various sizes and colours; long and short woollen drawers; string vests; air travel suits; khaki shirts; pullover jerseys; pyjamas; single bed sheets; single and double interior spring mattresses; single hair mattresses; assorted pillows; child's pillow slips; 3½ tons woollen rags; cotton and calico rags; coir matting; assorted carpeting; 4 tons hessian; assorted saddlery accessories.

Machine tools: Goodbrand rope tester 4-ton; Pollard & Co. pillar type drilling machine ¾ in. 400 V; Herbert No. 1 plain hand feed milling and horizontal plain milling machines; pedestal drilling machine; hand operated shaping machine; hacksaw blade testing machine.

Electrical and radio equipment including large quantities of transistors; rectifiers; capacitors; condensers; potentiometers; amplifiers, etc.; 7,200 electronic valves; Hammerlund S.P. 600 and RCA AR88 receivers; Marconi standard signal generators; telephone equipment and spares; 1,500 yards Enfield power cable; assorted electric valves; electric furnace 2 kW, 200/230 V.

Miscellaneous stores: Avery, Vandome and Hart, Siddons, John White, Duros platform machines; Morris petrol engines and gear boxes 13 hp; welding electrodes steel armour 4, 6 and 8 SWG, aluminium alloy 5 per cent silicone 8 SWG, cast iron non-machineable 10 and 12 SWG, bronze 8 and 12 SWG; welding rods bronze silicone ¼ in.; manganese 9 per cent aluminium alloy ¼ in.; 12 British Automatic Co. embossing machines; 3 tons assorted steel racking; Marco refrigerator, type Q.J.; adjustable conveyor stands 18 in. by 31 in.; curved conveyors; gravity rollers; blocks and tackle; snatch blocks; pulley blocks; miscellaneous jack spares; Hollebone draw bars Nos. 3 and 4; recovery uplift attachments; steel wire rope 1⅝ in. dia.; 1 ton scrap batteries; steel pallet panels; 40-gallon drums; wooden packing crates and boxes; steel helmets; quantities of furniture including wooden lockers; wooden and steel filing cabinets; folding and stacking chairs; sideboards; tea trolleys; writing desks; chests of drawers; assorted crockery and kitchenware; clasp knives; 11,000 jerrycan type water containers 4½ gallons; paint, etc.

June 9	**Radio and electrical spares, miscellaneous stores, including:**	**No. 14 Maintenance Unit, RAF, Carlisle**	**Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle. (Tel. Carlisle 26292/3).**

MT spares; various aircraft instruments and spares; radio receivers types 88 and R1155L; test equipment; contamination meters; fuel injector pumps; Coventry Climax engine; scrap batteries (lead and alkaline); fire extinguishers; 1,700 aircraft clocks; 150 stop watches; 1,600 pairs binoculars 6 x 30; a large quantity of wooden boxes, cardboard containers and plywood cases; over 6,000 canvas sandbags.

June 21	**Earth moving and civil engineering equipment, private and commercial vehicles, including:**	**Ordnance Storage and Disposal Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).**

Trailers; tippers; trucks; scrapers; mobile cranes; breakdown trucks; Bedford, Austin, Morris and Commer vans; Ford 'Escort', 'Consul', 'Popular', 'Anglia', 'Zephyr' saloon cars; Morris 'Mini Minor' and 'Minor 1000' saloons; estate cars; limousines; Austin 'Champs'; Utilicons; utility vans; fork lift trucks, etc.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

Sale by Tender

A large quantity of surplus textile and tentage including towelling; cotton; flannelette; calico, unbleached; drill; organdie; apron cloth; cotton zephyr; tents, marquee, universal, extending; canvas, cotton copper naphth and duck, flax.

Applications for Tender documents should be made to: Ministry of Public Building and Works, Supplies Division (Disposals), Room 116, Southbridge House, Southwark Bridge Road, London, S.E.1, and not later than May 31, 1966.

Head of Defence Sales

MR. DENIS HEALEY, Secretary of State for Defence, announced in the House of Commons on May 11, that Mr. Raymond Brown, OBE, joint founder and managing director of the Racal Electronics Group has been appointed as Head of Defence Sales.

Mr. Brown will be responsible jointly to the Secretary of State for Defence and the Minister of Aviation.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2653-6), and not to Her Majesty's Stationery Office.*

The Royal Mint in 1965

PRODUCTION OF COINS at the Royal Mint in 1965 reached a new record total of 1,258 million pieces, an increase of 20 per cent. over the previous highest figure of 1,044 millions in 1964. 500,922,606 coins were produced for the United Kingdom, also a record total, and consisted of 12,080,000 Churchill crowns, 8,124,800 halfcrowns, 48,723,000 florins, 11,236,000 shillings, 149,948,000 sixpences, 23,907,200 threepences, 135,534,000 pennies and 105,964,800 halfpennies. The minting of halfpennies was a new record, the previous number struck in any year being 82 million in 1944.

105 different denominations of coin were included in the 757,144,700 coins produced for 29 Commonwealth and foreign countries during the year. Completely new coinage were struck for Bahrain and Libya, and the Mint was able to assist with the production of the new Australian decimal coinage by striking 90 million coins.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961	113	114	121	116	111	100	130	130	135	138	123	+319	+230	+36	+29
1962	114	115	127	123	114	100	129	119	131	142	125	+ 76	+ 33	+22	+14
1963	118	119	135	130	119	103	132	108	140	145	132	+177	+ 89	+29	+55
1964	124	128	144	139	123	106	153	121	163	184	151	+513	+332	+72	+47
1965	127	132	152	147	125	108	159	132	161	189	157	+311	+199	+19	+57
1964															
3rd quarter	124	128	146	139	123	106	155	121	171	184	153	+137	+ 77	+19	+17
4th quarter	126	130	147	143	125	107	159	128	170	189	156	+108	+ 50	+30	+15
1965															
1st quarter	128	132	150	146	127	108	160	138	161	191	158	+ 61	+ 49	—10	+12
2nd quarter	126	131	151	145	123	107	158	127	165	184	159	+ 95	+ 83	— 5	+ 7
3rd quarter	127	131	153	148	124	108	156	131	152	187	155	+117	+ 71	+21	+20
4th quarter	129	132	155	151	126	109	161	130	164	195	157	+ 38	— 4	+13	+18
1966															
1st quarter	..		..	..	..	110	..	..	..	..	..	..	..	..	..
1965															
September	..	131	..	..	..		..	..	..	..	..	..	..	..	..
October	..	132	..	..	..	108	..	..	..	..	..	..	..	..	..
November	..	132	..	..	..	110	..	..	..	..	..	..	..	..	..
December	..	133	..	..	..	109	.	..	..	..	..	..	..	..	..
1966															
January	..	133*	..	..	..	110	..	..	..	..	..	..	..	..	..
February		132*				109									
March						110									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults			IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices													
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—					3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965	165*	121*	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter	153	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter	169	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter	163	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter	165*	121*	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966														
1st quarter		122*	134·4	+4·3	113·8*	131·3*	165·9	279	260	+ 5	— 5	159	153	
1965														
September	163	117	132·8	+4·8	110·6	130·1	160·2	321	275	— 7	— 7	149	143	..
October	165*	121*	132·9	+4·8	111·1	130·2	161·0	309	265	—10	—12	151	146	..
November	165*	124*	133·5	+4·5	111·4	130·5	162·1	301	253	—12	—16	156	153	..
December	165*	121*	134·1	+4·5	111·9	130·7	162·6	304	246	— 7	—11	153	155	..
1966														
January	164*	122*	134·3	+4·4	113·0	130·9	165·0	285	245	— 1	— 1	158	146	
February	165*	121*	134·4	+4·5	114·1*	131·2*	165·4	277	260	+15	+ 6	159	159	..
March		122*	134·7	+4·3	114·3*	131·6*	167·2	274	274	+14	+10	158	153	..
April					114.6*	131.8*		279	289	+15	+14	156*	153*	

Not seasonally adjusted. * Provisional.

United Kingdom trade in April

Summary

The export figures since the beginning of the year have been running on average slightly above the rate reached at the end of 1965 after the rapid expansion in the second half of last year. Imports have continued at the higher level reached in recent months. The trade deficit in the first four months of this year has been at about the average rate for last year.

Table 1 (a)

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1965	394	480	14	—22
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—45
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—42
1965 1st quarter	383	458	13	—13
2nd quarter	381	485	13	—39
3rd quarter	399	489	15	—25
4th quarter	410	490	16	—11
1966 1st quarter	414	507	16	—24*
1965 November	413	498	14	—16
December	421	490	17	+ 4
1966 January	396	506	16	—45*
February	432	508	17	— 6*
March	415	507	15	—21*
April*	414	500	16	—20*
Nov.-Jan. 1966	410	498	16	—19*
Feb.-April 1966*	420	505	16	—16*

* Provisional estimates.

Table 1 (b)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 1st quarter	422·2	514·9	16·9
April*	383·3	493·1	15·5

* Provisional estimates.

Trade Balance

The trade deficit in April was £20 million, seasonally adjusted. In the three months February-April the deficit averaged £16 million a month compared with £19 million a month in the previous three months. This comparison is distorted however by an unusual run of figures at the turn of the year, when a small surplus in December was followed by a very high deficit in January and a very low deficit in February. For the first four months in 1966, the deficit averaged £23 million a month compared with £22 million on average during 1965.

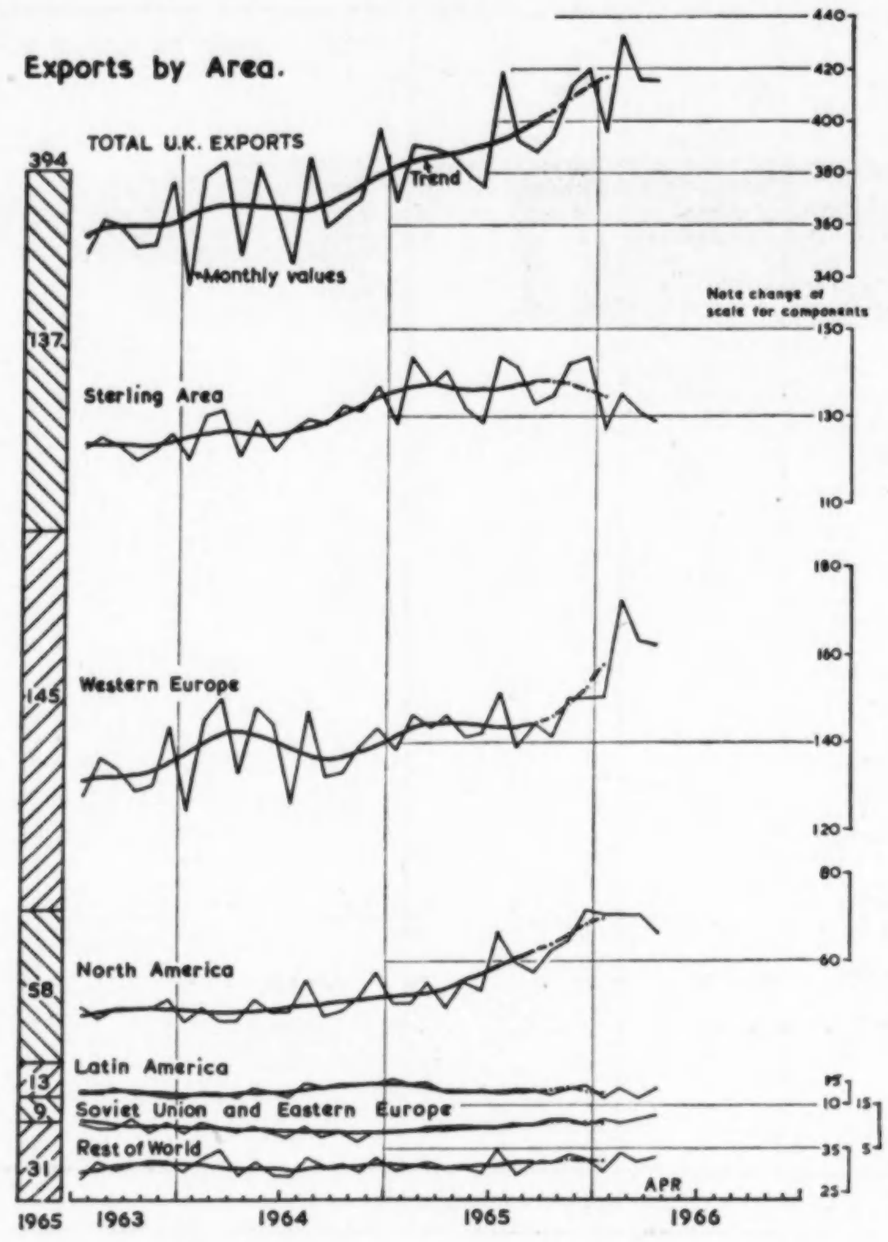


Table 2. United Kingdom exports: Areas †

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

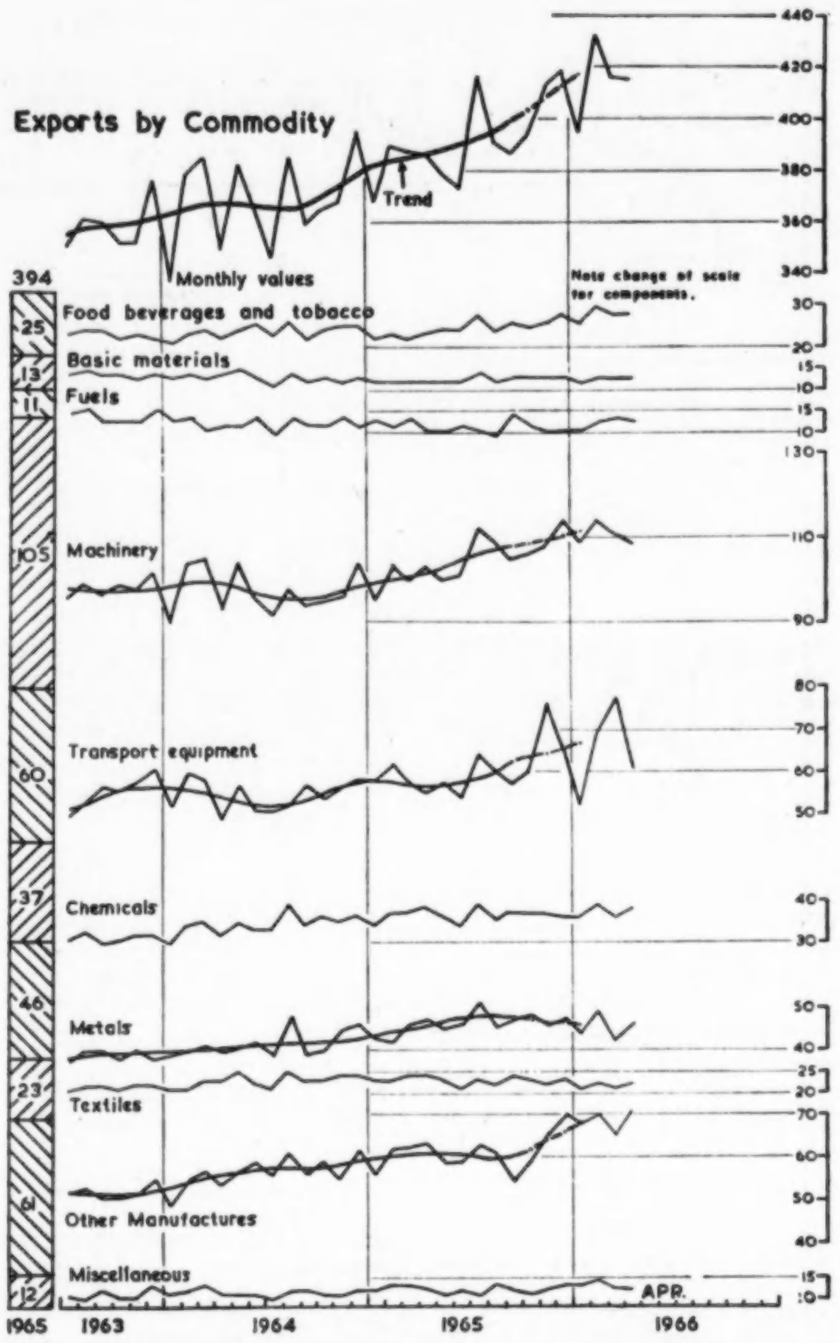
	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1965 Year	137	145	75	56	58	13	9	31	394
2nd quarter	133	143	75	55	53	12	9	30	381
3rd quarter	138	145	75	55	61	13	10	32	399
4th quarter	140	148	78	56	66	13	10	33	410
1966 1st quarter	130	162	83	63	70	12	11	32	414
February	134	173	90	67	70	14	10	34	432
March	131	163	79	68	70	11	11	32	415
April*	128	162	81	62	66	13	12	33	414
1965-6 Nov.-Jan.	137	151	80	56	69	13	10	32	410
1966 Feb.-Apr.*	131	166	83	66	69	12	11	33	420

* Provisional estimates.
† From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.



Exports

Exports in April were £414 million, seasonally adjusted. The average of £420 million a month in February-April (which includes the high February figure but not the low one for January) was 2½ per cent above that of the proceeding three months. Taking the four months January-April exports averaged £414 million a month, 1 per cent above the average for the fourth quarter of 1965.

Following the very rapid expansion in the second half of last year in exports to North America, in the most recent three months there was little change from the preceding period, although the level of exports was nearly 20 per cent above the average for the year 1965. The renewed strong growth in exports to Western Europe seen at the turn of the year took the rate in the first four months of this year to 12 per cent above that for 1965. Shipments to the overseas sterling area fell back in January-April to a rate 5 per cent below last year's average, the decline being mainly accounted for by falls to Australia and South Africa.

In the commodity pattern of exports, aircraft and ships have again contributed a considerable part of the increase in the most recent three months. There has been slow expansion in exports of machinery in recent months, although the average for the first four months of this year was nearly 6 per cent above that for the year 1965. Exports of road motor vehicles have shown little change in recent months. In the period February-April the rise for miscellaneous manufactured goods moderated after the upsurge at the end of 1965, when exports of precious stones were recovering from the dip of last autumn. Exports of food increased sharply in the most recent three months over the preceding period, and chemicals and fuels were also higher.

Table 3. United Kingdom Exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly average or calendar months

	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous	Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures		
					Total	Machinery	Road motor-vehicles	Other transport equipment						
1965 Year	25	13	11	333	165	105	47	13	37	46	23	61	12	394
2nd quarter	24	12	11	323	157	101	46	10	36	46	23	60	12	381
3rd quarter	26	13	11	337	169	109	47	12	37	48	23	59	13	399
4th quarter	26	13	11	347	177	110	49	19	37	47	23	64	12	410
1966 1st quarter	28	13	12	348	177	111	47	20	37	45	21	68	13	414
February	30	13	12	361	182	114	52	18	39	49	22	70	13	432
March	28	13	13	348	184	111	46	31	37	42	21	65	13	415
April*	28	13	12	347	171	109	47	14	38	46	22	71	12	414
1965-6 Nov.-Jan.	27	13	11	347	176	111	48	18	36	46	22	68	13	410
1966 Feb.-Apr.*	29	13	12	352	179	112	48	21	38	46	22	69	12	420

* Provisional estimates.

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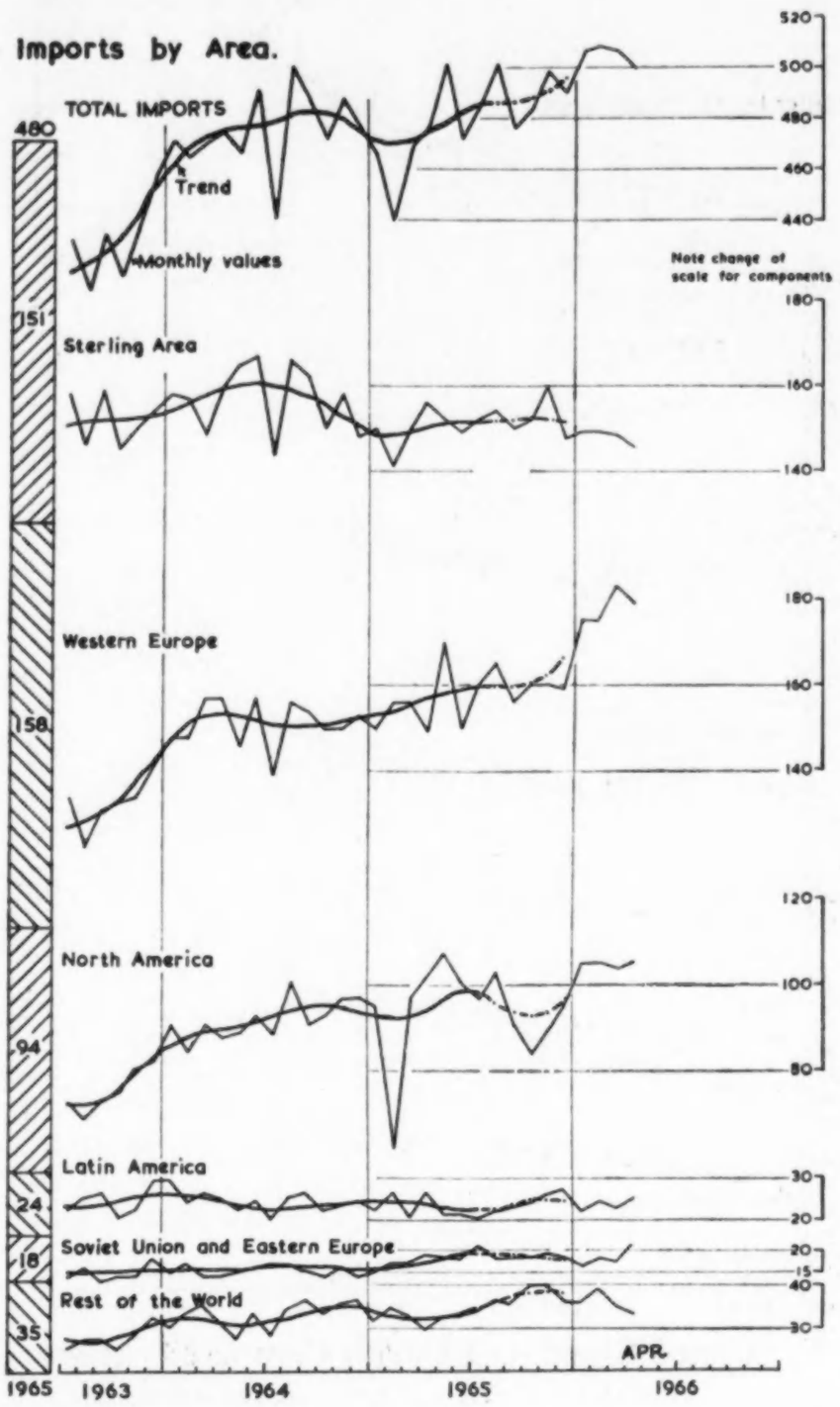
Imports

Imports in April were £500 million, seasonally adjusted. In the three months February-April they averaged £505 million, 1½ per cent more than in the previous three months and 3 per cent higher than the average for the second half of last year.

The most recent monthly figures suggest some easing in the growth of imports after the sharp increase at the beginning of this year. Imports of industrial materials, fuels and finished manufactures were rising less rapidly in the latest three months, whilst arrivals of food have continued to decline. Imports of machinery continue at a high rate and account for most of the rise of 5 per cent in imports of finished manufactures in the last three months.



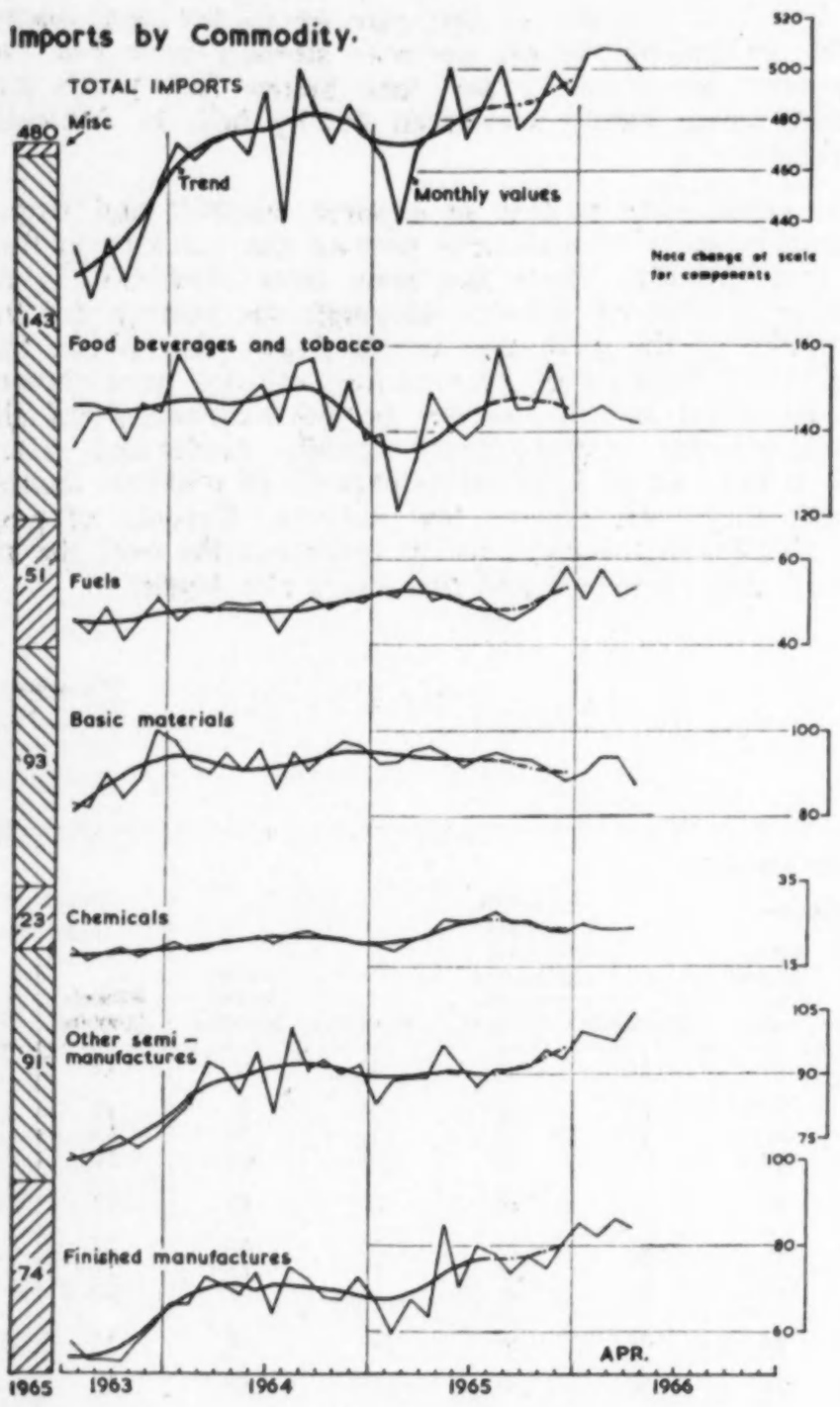


Table 5. Imports: Areas †

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1965 Year	151	158	94	24	18	35	480
2nd quarter	153	157	103	24	19	32	485
3rd quarter	152	160	97	22	19	36	489
4th quarter	152	160	91	26	18	39	490
1966 1st quarter	149	178	105	23	17	37	507
February	149	175	105	24	18	39	508
March	148	183	104	23	17	35	507
April*	145	179	105	25	21	33	500
1965-6 Nov.-Jan.	152	165	97	25	18	38	498
1966 Feb.-April*	147	179	104	24	19	36	505

* Provisional estimates.
† From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'.

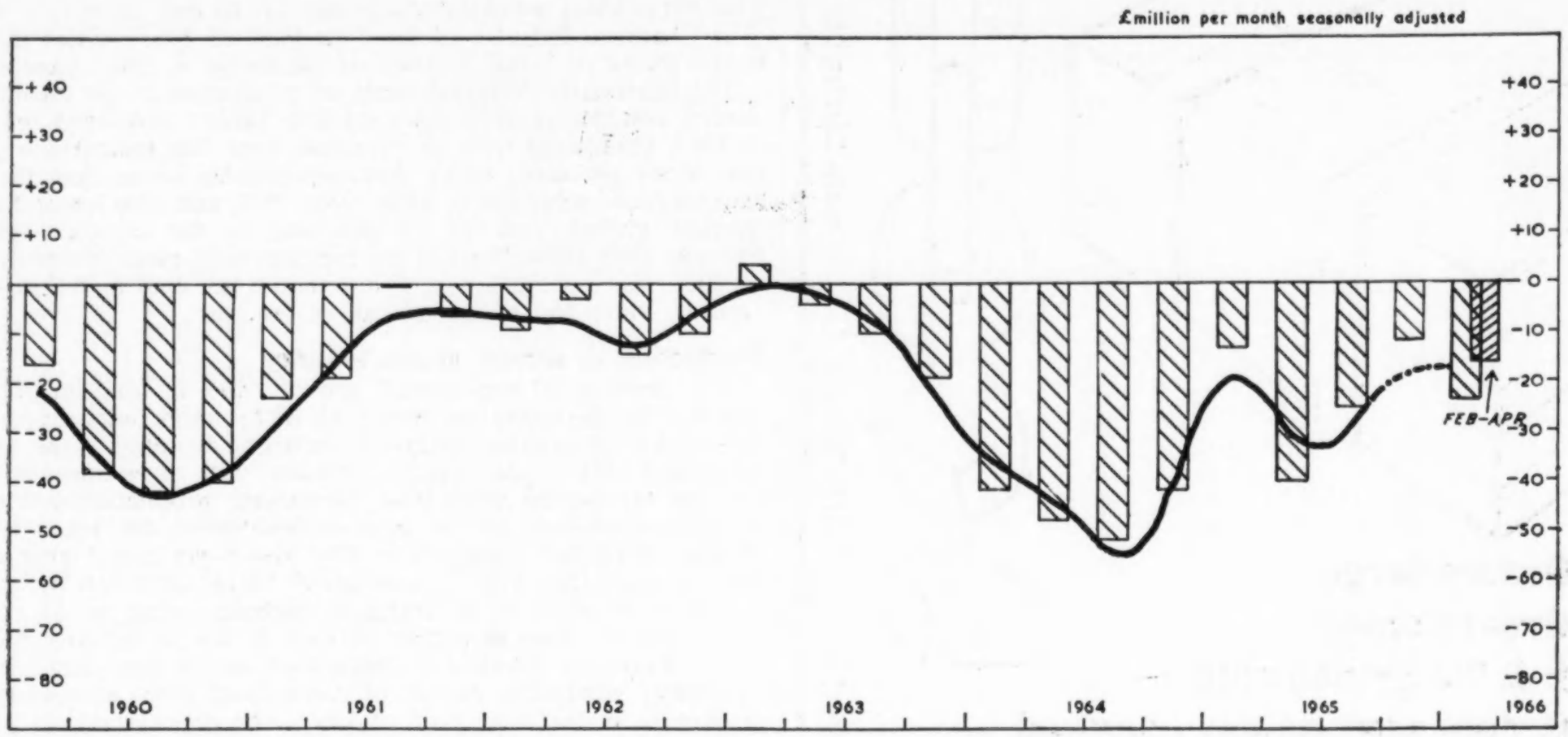
Table 4. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic Materials	Chemicals	Other semi-manufactures			
1965 Year	143	51	207	93	24	91	74	6	480
2nd quarter	144	51	211	94	25	92	73	6	485
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	208	91	24	94	78	6	490
1966 1st quarter	145	54	216	92	24	99	84	8	507
February	146	58	217	94	24	99	82	7	508
March	143	52	217	94	24	98	86	7	507
April*	142	54	214	87	24	104	84	6	500
1965-6 November-January	148	54	210	90	24	96	80	7	498
1966 February-April*	144	55	216	91	24	100	84	7	505

* Provisional estimates.

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

Higher prices have played some part in the continued but slower rise in imports of industrial materials. Imports of some semi-manufactures, including copper and precious stones, and of basic materials were higher, but imports of chemicals have remained unchanged. Fuel imports have been little changed in recent months and all three categories of food, beverages and tobacco declined between the two periods November-January and February-April.

The more moderate rise in imports in recent months reflects continued increases from industrial countries and declining trends from most other sources. Imports from Western Europe continued to rise in the last three months with increases of 8 per cent from both the Common Market and EFTA groups. Imports from other Western European countries and, to a lesser extent, from the Soviet Union and Eastern Europe were also higher. Arrivals from North America largely reflect a continued rise from the United States and a slower growth in imports from Canada. Imports from the sterling area have continued to decrease, partly due to lower shipments of food, and the trends of imports from Latin America and the rest of the world have also been declining in recent months.

Notes:

(a) Detailed particulars of United Kingdom imports, exports and re-exports will be published on May 31* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for June†, due to be published on or about June 27.

(b) **Trade balance.** The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which is so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

* Accounts relating to the Overseas Trade of the United Kingdom, April, 1966, HMSO. Price 30s. by post 31s.
† Report on Overseas Trade, published by HMSO. Price 4s., by post 4s. 5d. Annual subscription £2 14s.

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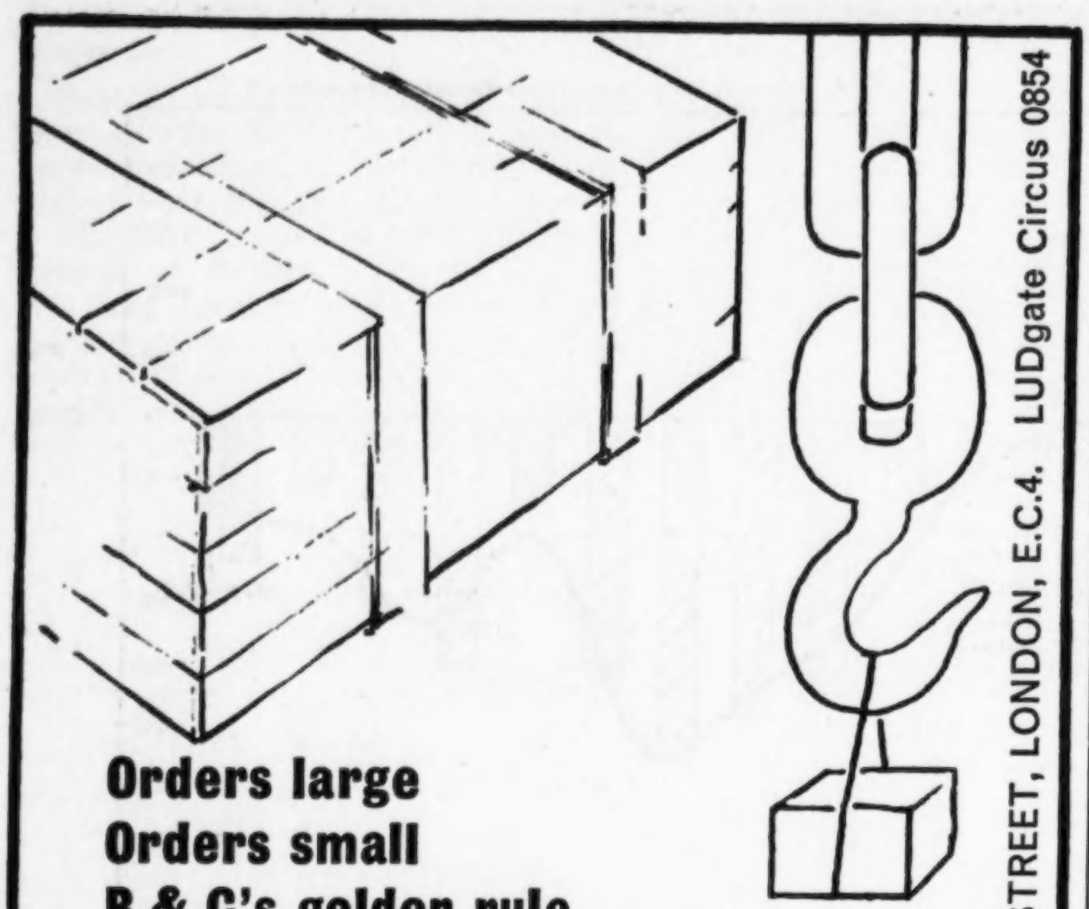

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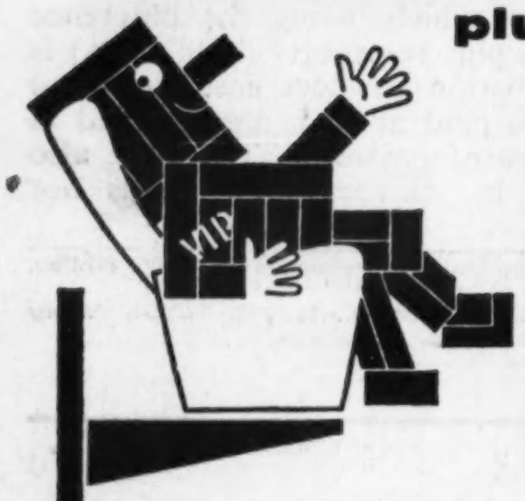

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The chemical industry in 1965

THE FOLLOWING INFORMATION brings up to date an article entitled 'The Chemical Industry in the First Half of 1965', which appeared in the *Board of Trade Journal* of December 3, 1965, page 1332.

The Seasonally Adjusted index of production in the chemical industry, comprising the sectors listed in Table 1, averaged 160 points in 1965. Compared with the previous year this indicated a growth rate of 4½ per cent, which was considerably lower than the 9 per cent increase achieved in 1964 over 1963, and also lower than the average growth rate of 7½ per cent in the chemical industry between 1958-1964. Most of the increase took place in the first half of 1965, there being a rise of less than 1 per cent in the seasonally adjusted index for the second half of the year.

Production in sectors of the industry

The decline in the overall growth rate in the industry was reflected in the output of nearly all of the more important sectors. Production of organic chemicals increased by only 5½ per cent, as compared with 15 per cent in 1964 and with an average of 14 per cent in the period 1958-1964. Moreover, production fell slightly in the second half of the year in contrast to the usual increase. Output of plastics materials in 1965 was 9 per cent higher than in 1964 as compared with the average of 14 per cent over the previous six years. Production of inorganic chemicals rose by 5½ per cent, or slightly less than in earlier periods. In the sector covering other basic chemicals production increased by 3 per cent, but the previously expanding output of compressed gases showed signs of slackening in the latter half of 1965. The pharmaceutical preparations index (based on National Health Service prescriptions) showed, not surprisingly, an increase of 13 per cent. There were small increases in production of fertilizers and paint and varnish, whilst output of vegetable and animal oil and fats remained unchanged. After the high output achieved by dyestuffs in 1964 there was by comparison a decrease of 4 per cent in production in 1965. A fall of 4½ per cent in production of soap and detergents was accounted for by reduced output of soap, as production of detergents continued to rise. Production of toilet preparations decreased by 1½ per cent.

Imports and exports

The expansion in overseas trade continued in 1965. At current prices exports were higher in value by 7 per cent (or £26.9 million) and imports increased in value by 12 per cent (or £30.8 million). The largest contributors to exports by value were chemical elements and compounds, dyeing, tanning and colouring materials, medicinal and pharmaceutical products and plastics materials. In these sectors there were increases in exports by value of 3, 1, 13 and 8 per cent respectively compared with 1964. There was a slight increase in exports of essential oils, but in the smaller sector of fertilizers the value of exports in 1965 increased by more than one-third. Chemical elements and compounds, which in 1965 accounted for a little over 40 per cent of all chemical products imported, were 20 per cent higher than in 1964. Imports of plastics materials represented nearly 20 per cent of total chemical products imported, but increased by only 1 per cent compared with 1964. In all other sectors there were increases in imports, particularly in medicinal and pharmaceutical products which at current prices were 56 per cent higher than in the previous year.

Manpower and investment

The level of employment in the industry overall showed an average increase of about 2 per cent in 1965 compared with 1964. A sector analysis of the industry showed that, on average, employment in chemicals and dyes was little changed, but employment in pharmaceutical manufacture rose some 6 per cent, and in synthetic resins and plastics materials about 12 per cent. In the smaller sector of polishes, gelatine and adhesives there was a 6 per cent increase in numbers of employed. Employment in vegetable and animal oils and fats fell by an average of 5 per cent.

New fixed investment is provisionally reckoned to have been some 35 per cent higher than in 1964.

Prices

The price index of total sales in the chemical industry which rose by 2 per cent in 1964 (after three years of no change in 1961-1963) continued to increase, and in 1965, was 3 per cent higher on average than the level attained in 1964. Home market sales in total reacted similarly, although the price of plastics materials continued to fall. The price index of inputs in 1965 was more than 5 per cent higher than in 1964. (Table 2 refers.)

Table 1. Production in the chemical industry

	Per cent weight (c)	Index of Production 1958 = 100										
		1959	1960	1961	1962	1963	1964	1965	1964		1965	
									Jan.-June	July-Dec.	Jan.-June	July-Dec.
Dyestuffs	3·9	125	141	138	135	149	179	172	182	176	182	162
Fertilizers	4·2	108	117	118	119	128	131	133	139	124	140	127
Other chemicals:												
Organic chemicals (a)	11·0	119	147	147	165	191	220	232	219	221	234	231
Inorganic chemicals	10·6	111	122	121	124	130	142	150	141	143	150	151
Other chemicals, gases, etc.	19·1											
Explosives	5·1	107	116	116	121	129	137	141	140	134	146	136
Miscellaneous chemical industries (b)	5·2											
Plastics materials	7·8	123	147	150	169	192	222	241	221	222	241	240
Paint and varnish	9·3	110	113	112	110	114	122	124	125	120	128	119
Pharmaceutical preparations	10·8	113	125	138	142	152	165	187	169	162	189	186
Toilet preparations	3·4	110	122	125	123	130	136	134	125	148	127	141
Soap, detergents, etc.	6·4	103	106	106	108	105	110	105	116	106	109	102
Vegetable and animal oil and fats	3·2	108	106	106	110	110	106	106	105	106	108	103
Total chemical industry	100·0	112	123	125	131	140	153	160	155	152	163	158
Total chemical industry seasonally adjusted		112	123	125	131	140	153	160	151	155	160	161
Total all UK productive industry seasonally adjusted		105	113	114	115	119	128	132	127	129	132	132

(a) Including coal tar chemicals. (b) Adhesives; polishes; insecticides, disinfectants, etc.; printing ink. (c) Per cent of net output (excluding amounts paid for services) in 1958.

Table 2. Movement in prices in the chemical industry, 1960-1965

(1954 = 100)

	1960	1961	1962	1963	1964	1965
Materials and fuel used (a)	108	108	105	107	111	117
Total sales (a)	104	103	103	103	105	108
Home market sales (a)	106	105	105	105	107	109
Of which:						
General chemicals	105	104	102	100	100	101
Pharmaceutical preparations	99	98	99	98	100	101
Plastics materials	86	81	78	77	76	75

(a) Including the Lubricating Oils and Greases sector (Minimum List Heading 263) in addition to the Chemical Industry as defined in the rest of this article (Minimum List Heading 271-277 of the Standard Industrial Classification, 1958).

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Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964, during the week ended Friday, May 13, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Modesty Blaise	Br/E 31260	119	May 9	Twentieth Century-Fox Film Co. Ltd.	Modesty Blaise Ltd.
Our Man in Marrakesh	Br/E 31262	94	May 10	Warner-Pathe Distributors Ltd.	Marrakesh Films Ltd.
The Murder Game	Br/E 31263	76	May 11	Twentieth Century-Fox Film Co. Ltd.	Lippert Films Ltd.
Pathe Pictorial Series 586/598:					
Pathe Pictorial No. 595	Br/E 31264	8	May 12	Warner-Pathe Distributors Ltd.	Associated British Pathe Ltd.
Pathe News 66-37	Br/E 30953	7	May 13	,, ,,	,, ,,
Pathe News 66-38	Br/E 30954	8	May 13	,, ,,	,, ,,
Movietone News 1926	Br/E 30867	8	May 13	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1926A	Br/E 30868	8	May 13	,, ,,	,, ,,
			FOREIGN		
Bounty without Boundaries	F 31261	9	May 10	United Artists Corp. Ltd.	Communications Centre Inc.
The Mandrake	F 31265	99	May 12	Miracle Films Ltd.	Arco Film, Rome and Lux Cie, Film, Paris
Made in Paris	F 31266	91	May 12	Metro-Goldwyn-Mayer Pictures Ltd.	Euterpe Inc.
A Patch of Blue	F 31267	105	May 12	,, ,,	Pandro S. Berman Productions
Johnny Reno	F 31268	71	May 13	Paramount Film Service Ltd.	A. C. Lyles Productions Inc.

AMENDMENTS TO THE REGISTER:
The playing time of the film 'Two on a Guillotine' (F 30215) registered on March 29, 1965 has been amended to 81 minutes.
The playing time of the film 'Kisses for my President' (F 29763) registered on October 14, 1964 has been amended to 73 minutes.
CORRECTION:
The playing time of the film 'Climates of Love' (F 31218) registered on April 15, 1966 has been corrected to 123 minutes.

Machine tool orders and deliveries—February 1966

THE MINISTRY of Technology report that in February 1966 total deliveries of machine tools were valued at just under £12 million, and net new orders at £11¼ million, so that orders outstanding fell slightly to £104½ million.

Home orders low

Net new home orders, after seasonal adjustment, continued the downward trend evident in January, and apart from that month were the lowest since June 1964. Home deliveries in February at £8¼ million, seasonally adjusted, although slightly better than in January were again below the level reached in late 1965.

As the time lag between orders and deliveries approaches a year, the decline in deliveries is more likely a reflection of the temporary and minor recession in new home orders about a year ago than any more recent slackening in orders; the latter has its effect on the level of home orders outstanding. Seasonally adjusted these fell in the first two months of the year by almost £1¼ million, although, in absolute terms due to the influence of seasonal factors, they increased to over £76 million or about 8½ months work at the recent rate of deliveries.

Export orders declining

Export deliveries, at just over £3 million, seasonally adjusted, were slightly higher than in the last few months, but with net new orders declining to just over £2½ million, seasonally adjusted, orders outstanding fell to £28¼ million, the lowest level for nearly five years. At recent low levels of production for export these could be eked out to 10 months work but, on average, export orders have now been below deliveries for almost a year.

Table 1 – Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,384	16,075	38,309	59,798	17,465	42,333
1959	78,768	18,552	60,216	55,892	15,740	40,151	80,276	18,217	62,058
1960	94,936	24,310	70,626	105,703	24,296	81,407	144,747	32,868	111,879
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,085
1965*	140,623	40,546	100,077	103,838	28,815	75,022	156,678	39,412	117,266
1963 1st quarter	31,837	10,742	21,095	78,874	31,468	47,406	22,444	7,519	14,925
2nd quarter	28,165	9,426	18,739	74,618	30,281	44,337	23,909	8,239	15,670
3rd quarter	26,644	9,444	17,200	70,403	30,410	39,993	22,429	9,573	12,856
4th quarter	27,516	9,576	17,939	69,025	29,156	39,869	26,138	8,322	17,816
1964 1st quarter	31,471	10,222	21,249	70,949	27,658	43,292	33,395	8,723	24,672
2nd quarter	28,017	8,524	19,493	74,848	28,941	45,907	31,916	9,808	22,108
3rd quarter	28,798	8,119	20,679	81,307	30,176	51,131	35,258	9,354	25,904
4th quarter	33,423	10,936	22,487	86,573	29,527	57,046	38,689	10,287	28,402
1965 1st quarter (3)	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter*	35,944	8,543	27,402	103,838	28,815	75,022	37,441	7,707	29,734
1966 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1965 January (3)	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October*	10,644	2,669	7,974	104,153	29,998	74,155	12,455	3,016	9,439
November*	12,309	2,860	9,449	104,570	29,545	75,025	12,726	2,407	10,319
December*	12,991	3,013	9,978	103,838	28,815	75,022	12,259	2,283	9,976
1966 January*	10,921	2,535	8,385	104,658	29,109	75,549	11,741	2,829	8,912
February*	11,955	3,291	8,664	104,501	28,201	76,300	11,798	2,383	9,415
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
January-February 1965	23,298	7,444	15,854	91,874	29,189	62,685	27,389	6,684	20,706
January-February 1966*	22,875	5,826	17,049	104,501	28,201	76,300	23,539	5,212	18,327
Percentage change	—2	—22	+8	+14	—3	+22	—14	—22	—11

*Provisional.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

Table 2 – Metal working machine tools orders and deliveries: seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For export	Home	Total	For export	Home	Total	For export	Home
1958	83,915	20,751	63,164	54,874	16,117	38,757	59,799	17,461	42,338
1959	78,768	18,552	60,216	56,441	15,762	40,679	80,335	18,197	62,138
1960	94,936	24,310	70,626	106,804	24,259	82,545	145,229	32,807	112,492
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965*	140,814	40,687	100,128	105,468	28,758	76,710	158,496	39,984	118,512
1963 1st quarter	29,669	9,891	19,778	80,277	32,659	47,618	21,000	8,153	12,847
2nd quarter	28,889	10,015	18,874	74,512	30,412	44,100	23,124	7,768	15,356
3rd quarter	28,022	9,880	18,142	70,114	29,571	40,543	23,624	9,039	14,585
4th quarter	27,582	9,402	18,180	69,728	28,981	40,747	27,196	8,812	18,384
1964 1st quarter	29,226	9,452	19,774	72,085	28,683	43,402	31,583	9,154	22,429
2nd quarter	28,718	9,128	19,590	74,805	29,031	45,774	31,438	9,476	21,962
3rd quarter	30,181	8,468	21,713	81,364	29,341	52,023	36,740	8,778	27,962
4th quarter	33,584	10,753	22,831	87,785	29,461	58,324	40,005	10,873	29,132
1965 1st quarter (3)	34,203	10,480	23,723	92,712	30,165	62,547	39,128	11,183	27,945
2nd quarter	35,056	11,836	23,220	96,576	29,831	66,745	38,920	11,502	27,418
3rd quarter	35,292	9,937	25,355	102,791	28,844	73,947	41,508	8,951	32,557
4th quarter*	36,263	8,434	27,830	105,468	28,758	76,710	38,940	8,348	30,592
1966 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1965 January (3)	10,937	3,583	7,354	91,989	29,855	62,134	15,141	3,977	11,164
February	11,805	3,579	8,226	91,424	29,543	61,881	11,240	3,267	7,973
March	11,460	3,318	8,142	92,712	30,165	62,547	12,748	3,940	8,808
April	11,227	3,328	7,900	93,591	30,879	62,713	12,107	4,041	8,066
May	11,728	3,626	8,102	96,243	31,492	64,751	14,379	4,239	10,140
June	12,101	4,883	7,218	96,576	29,831	66,745	12,434	3,222	9,212
July	11,020	3,087	7,933	101,666	29,753	71,913	16,110	3,009	13,101
August	12,012	3,496	8,516	102,667	29,422	73,245	13,013	3,164	9,849
September	12,261	3,355	8,905	102,791	28,844	73,947	12,385	2,778	9,608
October*	11,102	2,609	8,492	104,124	29,295	74,828	12,434	3,061	9,373
November*	12,549	3,053	9,497	104,539	28,909	75,630	12,964	2,667	10,298
December*	12,612	2,772	9,841	105,468	28,758	76,710	13,541	2,621	10,921
1966 January*	10,743	2,498	8,245	105,133	29,051	76,081	10,408	2,791	7,616
February*	11,604	3,093	8,511	103,865	28,544	75,321	10,336	2,585	7,751
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months*	11,653	2,788	8,866	..	..	..	11,428	2,666	8,763
Average of the previous 3 months*	11,971	3,006	8,965	..	..	..	12,594	2,835	9,760
Percentage change	—3	—7	—1				—9	—6	—10

*Provisional.
(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sums of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

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Turnover of the catering trades, laundries, dry-cleaners and hairdressers in March

IN MARCH, as in recent months, the turnover of each of the catering, laundry, dry-cleaning and hairdressing trades continued to increase when compared with a year earlier.

Catering trades

The total turnover of the catering trades during the first quarter of 1966 was 7 per cent higher than a year earlier, a rise fairly much in line with the average for 1965. For March itself the increase on a year earlier at 8 per cent was higher than in January and February, but this series is subject to month to month irregularities, and any effect that Easter, which occurred in the first week in April, may have had on March business is difficult to determine.

During the first quarter of this year the turnover of both of the groups, licensed hotels and holiday camps, and restaurants, cafes, etc., shown separately in table 1 rose by 5 per cent, increases fairly similar to the average for 1965 as a whole, while the turnover of public houses during the first quarter of 1966 rose by 9 per cent as compared to 6 per cent on average during 1965.

Laundries and dry-cleaners

The total turnover of laundries and dry-cleaners during the first quarter of the year was 6 per cent higher than a year earlier, a rise fairly similar to those during the later half of last year. When considered separately, however, the business done by laundries and by dry-cleaners showed rather different patterns. The turnover of laundries during the first quarter of 1966 was 4 per cent higher than a year earlier compared with increases of 6 and 7 per cent respectively during the third and fourth quarters of 1965, while that of dry-cleaners at 9 per cent was very similar to those on average during the second half of last year, continuing the higher level of business experienced since the third quarter of 1965. The large increase in turnover between March 1965 and March 1966 may be due, in part, to the fact that Easter this year was a week

Table I. Catering trades

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1964=100

Kind of business (Turnover in 1964)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL CATERERS: (£1,985 million)	1964	100	84	101	115	101	82	81	87	91	103	107	118	119	108	100	93	108
	1965	106	88	108	119	107	85	88	90	101	105	116	123	124	113	108	98	114
	1966	94(b)	94				91	92	97									
	1965	+6	+5	+7	+4	+6	+3	+8	+4	+11	+1	+9	+4	+4	+4	+8	+5	+6
	1966	+7(b)	+7				+7	+5	+8									
Licensed hotels and holiday camps (£286 million)	1964	100	67	105	140	88	61	63	75	84	103	124	146	152	126	104	76	84
	1965	105	71	111	146	94	64	69	77	92	102	133	153	158	130	112	80	89
	1966	74(b)	74				69	71	82									
	1965	+5	+5	+6	+4	+7	+5	+10	+3	+10	Nil	+7	+5	+4	+3	+8	+6	+7
	1966	+5(b)	+5				+7	+2	+7									
Restaurants, cafes etc., and fish and chip shops (£521 million)	1964	100	84	103	118	95	80	82	88	92	104	110	120	127	110	98	94	95
	1965	106	89	110	125	103	86	88	91	101	104	121	127	134	116	107	99	102
	1966	93(b)	93				91	91	97									
	1965	+6	+6	+7	+6	+8	+6	+7	+4	+10	Nil	+9	+5	+6	+6	+9	+6	+8
	1966	+5(b)	+5				+6	+3	+6									
Public houses (£1,033 million)	1964	100	85	99	110	106	86	82	88	90	103	103	114	112	104	99	95	120
	1965	106	89	107	114	112	87	89	90	103	104	113	118	116	109	108	99	126
	1966	97(b)	97				94	96	100									
	1965	+6	+4	+8	+4	+6	+1	+9	+3	+14	+1	+10	+3	+3	+5	+9	+5	+5
	1966	+9(b)	+9				+8	+7	+10									
Canteens (c) (£145 million)	1964	100	99	100	94	107	99	101	98	103	100	97	93	86	101	106	111	105
	1965	104	107	102	96	112	106	107	108	101	110	97	96	91	100	109	117	111
	1966	110(b)	110				109	109	111									
	1965	+4	+8	+2	+2	+5	+7	+6	+10	—1	+10	Nil	+3	+5	—1	+3	+5	+6
	1966	+2(b)	+2				+3	+2	+3									

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by March, 1966 turnover was the five weeks from February 27, 1966, to April 2, 1966; the corresponding period in 1965 was from February 28, 1965, to April 3, 1965.
(b) Cumulative figure for January to March compared with corresponding period of 1965.
(c) Includes figures for catering contractors. Outside catering contractors are included with restaurants, cafes, etc.

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earlier than last year, and consequently the March period may have included more pre-Easter cleaning business.

Hairdressers

The turnover of all hairdressers in the first three months of 1966 was 4 per cent higher than in the corresponding months a year earlier. This was an increase fairly similar to the later quarters of 1965 and for the year as a whole. The turnover of both men's hairdressing and men's hairdresser-tobacconist shops and women's, etc., hairdressing shops when considered separately, continued to show in the first quarter of 1966 increases on a year earlier fairly similar to those on average in recent months.

Rebasing of catering monthly statistics

A large scale inquiry into the catering trades was taken for the year 1964 and its results were published in the *Board of Trade Journal* of May 13, 1966. This more recent information on the catering trades has now been used to replace the information derived from the large scale inquiry for the year 1960 which has hitherto served as a framework for the monthly turnover statistics and the index numbers of weekly turnover shown in the tables are accordingly presented on the basis of average 1964=100. Apart from small changes due to rounding there has been no change in the run of figures showing percentage changes on a year earlier. This rebasing of the monthly statistics on the results of the inquiry for 1964 has not yet been carried as far as it can be for, in the time available between the compilation of the results of the 1964 Inquiry and the publication of this article, it has not been possible to make all the changes that can be made from the detailed material now available for 1964. The kind of business classification of each contributor has, for example, to be checked and amended if necessary in the light of the 1964 Inquiry. Additionally, the turnover-size groups used in working up the monthly results will be recast and the monthly contributors classified to the new groups. This work of using fully the information provided by the new benchmark is proceeding; when completed the series will be amended, but it is unlikely that there will be any substantial differences from the present temporary series on 1964=100.

The monthly statistics, it will be recalled, are based on the experience of a panel of voluntary contributors largely recruited in 1961, using the registers for the 1960 Inquiry. It follows, therefore, that while the panel may with sufficient reliability reflect short-term changes in turnover in the catering trades it is possible for the change over the period of four years shown by the voluntary panel to be different from the change taking place in the trade as a whole. As was explained, however, in the article on the 1964 Inquiry in the *Board of Trade Journal* of May 13, 1966, the 1960 Inquiry substantially underestimated the turnover of the catering trades in 1960. It is not now possible to estimate the 1960 deficiency and so derive from these two inquiries a reliable estimate of the change between 1960 and 1964 to enable judgment to be made on whether or not the monthly statistics have sufficiently well reflected the change between these two years. Over the years since the panel of voluntary contributors was first recruited there has been some diminution in the numbers of contributors, particularly among the smaller caterers, and it is intended to strengthen the panel by recruiting further contributors using the registers for the 1964 Inquiry.

Table II. Laundries and dry cleaners

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL LAUNDRIES AND DRY CLEANERS (£107 million)	1963	110	106	114	113	107	100	103	114	112	118	112	116	107	115	114	110	99
	1964	115	110	120	116	112	109	111	109	119	119	120	119	111	117	119	114	106
	1965	121	114	124	124	120	111	114	117	120	129	124	127	121	124	128	122	113
	1966	121(b)	121				112	122	127									
	1965	+5	+4	+4	+7	+7	+2	+2	+8	+1	+8	+3	+7	+9	+6	+8	+7	+7
	1966	+6(b)	+6				+2	+7	+8									
Laundries (£67 million)	1963	109	108	111	110	107	104	107	112	107	113	112	114	105	112	112	110	100
	1964	114	112	117	114	112	114	112	109	116	115	120	117	110	114	116	115	107
	1965	119	116	121	121	119	115	116	118	115	126	121	124	118	120	125	122	113
	1966	121(b)	121				116	122	123									
	1965	+5	+4	+3	+6	+7	+1	+3	+8	Nil	+10	+1	+6	+8	+5	+8	+6	+6
	1966	+4(b)	+4				+1	+6	+5									
Dry cleaners etc. (£40 million)	1963	112	104	119	117	107	92	98	117	119	126	114	119	111	120	117	110	96
	1964	116	107	125	120	113	100	110	109	126	127	122	122	114	123	124	114	104
	1965	123	111	130	130	122	103	111	117	128	135	127	132	126	132	134	123	112
	1966	121(b)	121				106	121	134									
	1965	+6	+4	+4	+9	+8	+3	+1	+7	+2	+6	+5	+8	+11	+7	+8	+8	+8
	1966	+9(b)	+9				+3	+9	+14									

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification. See notes (a) and (b) to Table 1

Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a) — 1961 = 100

Kind of business (Turnover in 1961)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
TOTAL ALL HAIRDRESSERS (£97 million)	1963	106	99	109	107	109	93	98	106	109	110	109	113	105	105	108	106	113
	1964	109	104	111	110	112	101	104	107	110	111	110	113	109	109	108	110	117
	1965	112	106	114	114	115	103	105	108	114	113	114	116	115	112	112	111	122
	1966	110(b)	110				105	108	114									
	1965	+3	+1	+3	+3	+3	+1	+1	+1	+4	+1	+3	+2	+5	+3	+4	+1	+4
	1966	+4(b)	+4				+3	+2	+6									
Men's Hairdressers, and men's hairdresser-tobacconists (£24 million)	1963	107	100	106	110	112	99	99	100	102	107	108	115	106	109	108	107	119
	1964	111	105	109	115	116	109	104	102	107	110	111	119	114	111	112	111	123
	1965	115	109	112	119	121	111	108	107	108	111	117	121	118	117	118	113	131
	1966	112(b)	112				114	110	112									
	1965	+4	+4	+3	+3	+5	+2	+4	+5	Nil	+1	+6	+1	+4	+5	+5	+2	+7
	1966	+3(b)	+3				+3	+2	+4									
Women's hairdressers, and men's and women's hairdressers (£73 million)	1963	106	99	110	107	108	90	97	108	111	111	109	112	105	104	107	106	111
	1964	109	104	111	109	110	99	105	109	112	111	110	111	108	108	106	109	114
	1965	111	105	114	112	113	100	105	108	117	114	113	114	114	110	110	110	118
	1966	109(b)	109				102	107	115									
	1965	+2	Nil	+3	+3	+3	+1	Nil	—1	+5	+2	+2	+3	+5	+2	+4	Nil	+3
	1966	+4(b)	+4				+2	+3	+6									

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification. See notes (a) and (b) to Table 1.

Assets and liabilities of hire-purchase finance companies

AT THE END of March 1966 hire-purchase, credit sale and other instalment debt owed to finance companies amounted to £897 million. This was a rise of £3 million during the quarter compared with a fall of £17 million during the last quarter of 1965, a reflection of the upsurge in motor car buying in the early part of 1966. Other advances and loans, which have been increasing steadily over the years, showed a further small rise (£5 million). These small increases, together with a fall in 'other securities', brought the total of the selected assets to £1,099 million at the end of March, slightly below the level at the end of 1965.

Movements in the selected liabilities were small. Total deposits increased by £10 million, a fall of £14 million in deposits by United Kingdom non-financial companies being counterbalanced by increased deposits by the other categories shown. Other forms of borrowing within the United Kingdom decreased by £5 million in the quarter.

Selected assets and liabilities of finance companies

£ million

Selected Assets	Holdings at							
	Dec. 31, 1962	Dec. 31, 1963	Dec. 31, 1964	Dec. 31, 1965	June 30, 1965	Sept. 30, 1965	Dec. 31, 1965	Mar. 31, 1966
Assets with United Kingdom financial institutions other than banks	1	9	9	7	8	8	7	7
Trade investments and investments in unconsolidated subsidiaries	27	32	41	54	45	53	54	50
Other securities	17	19	20	20	16	20	20	7
Hire-purchase, credit sale and other instalment credit outstanding (1)	622	659	803	894	895	911	894	897
Other advances and loans	58	77	117	133	126	126	133	138
Total of Selected Assets	725	796	990	1,108	1,090	1,118	1,108	1,099
Selected liabilities								
Bills discounted with United Kingdom banks and discount houses	65	62	111	114	124	103	114	116
Deposits by:								
(a) United Kingdom banks	49	71	84	106	135	121	106	109
(b) Other United Kingdom financial institutions	40	30	55	*61	64	*57	*61	74
(c) United Kingdom non-financial companies	128	175	203	*255	228	*252	*255	241
(d) Other United Kingdom residents	34	42	66	96	96	*95	96	99
(e) Overseas residents	86	72	86	136	111	131	136	141
Total deposits	337	390	494	*654	634	656	*654	664
Other borrowing:								
(a) United Kingdom banks (net) (2)	82	85	116	113	91	108	113	111
(b) Other United Kingdom financial institutions	8	6	7	7	8	8	7	5
(c) United Kingdom non-financial companies	1	1	2	2	1	1	2	2
(d) Other United Kingdom residents	6	8	7	6	5	6	6	5
(e) Overseas residents	1	1	—	—	—	—	—	—
Total other borrowing	98	101	132	128	105	123	128	123
Unearned finance charges	64	71	88	96	98	99	96	96
Issued capital and reserves (3)	142	151	172	174	171	*172	174	175
Total of Selected Liabilities	706	775	997	*1,166	1,132	*1,153	*1,166	1,174

(1) Including agreements block discounted with finance houses by retailers.
(2) Cash and balances with United Kingdom banks have been deducted from this item.
(3) As shown on each company's last balance sheet.
* Revised figures.
—indicates less than £0·5 million

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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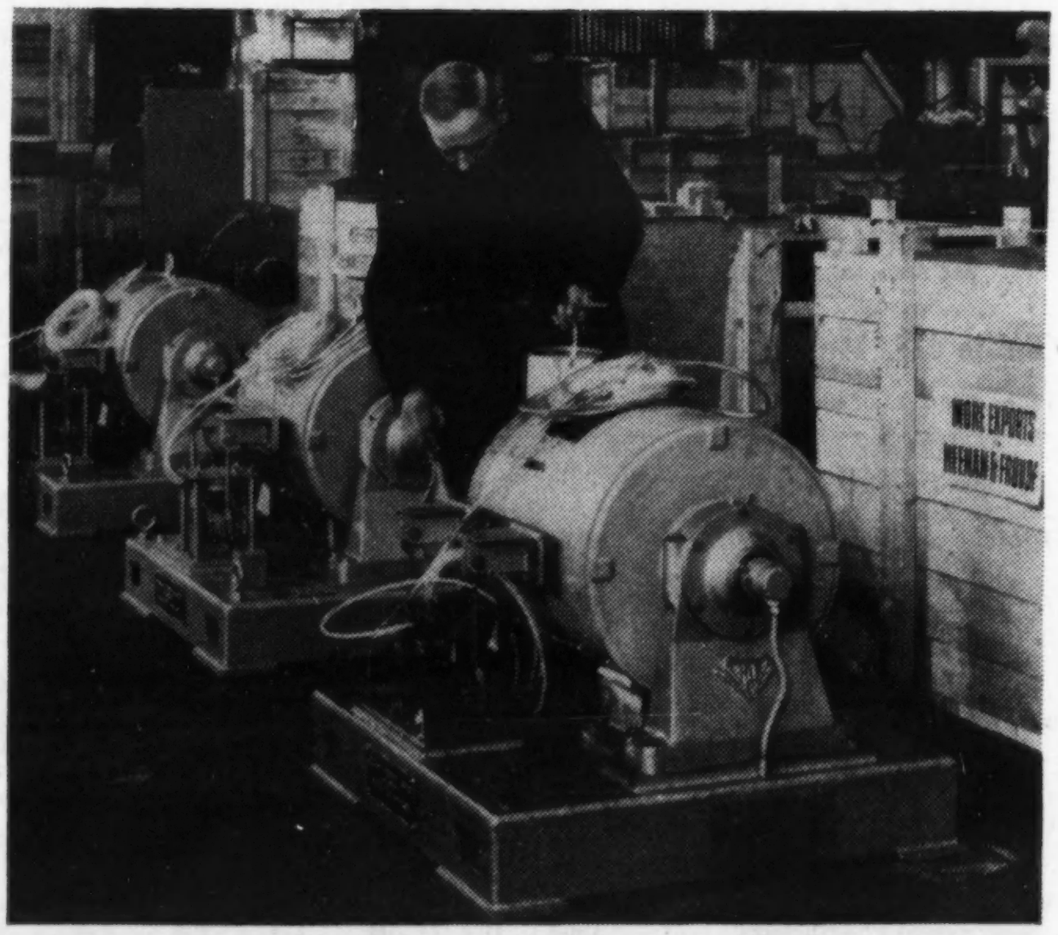

Dynamometers and motor/generator sets, ordered by China from Heenan & Froude Ltd. through the China National Machinery Import & Export Corporation, recently left Liverpool on their journey by sea to the Far East. The first in this series of orders was placed in December 1964. *Photo shows dynamometers being prepared for their journey at the company's Worcester works.*

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page viii of March 18 *issue.*

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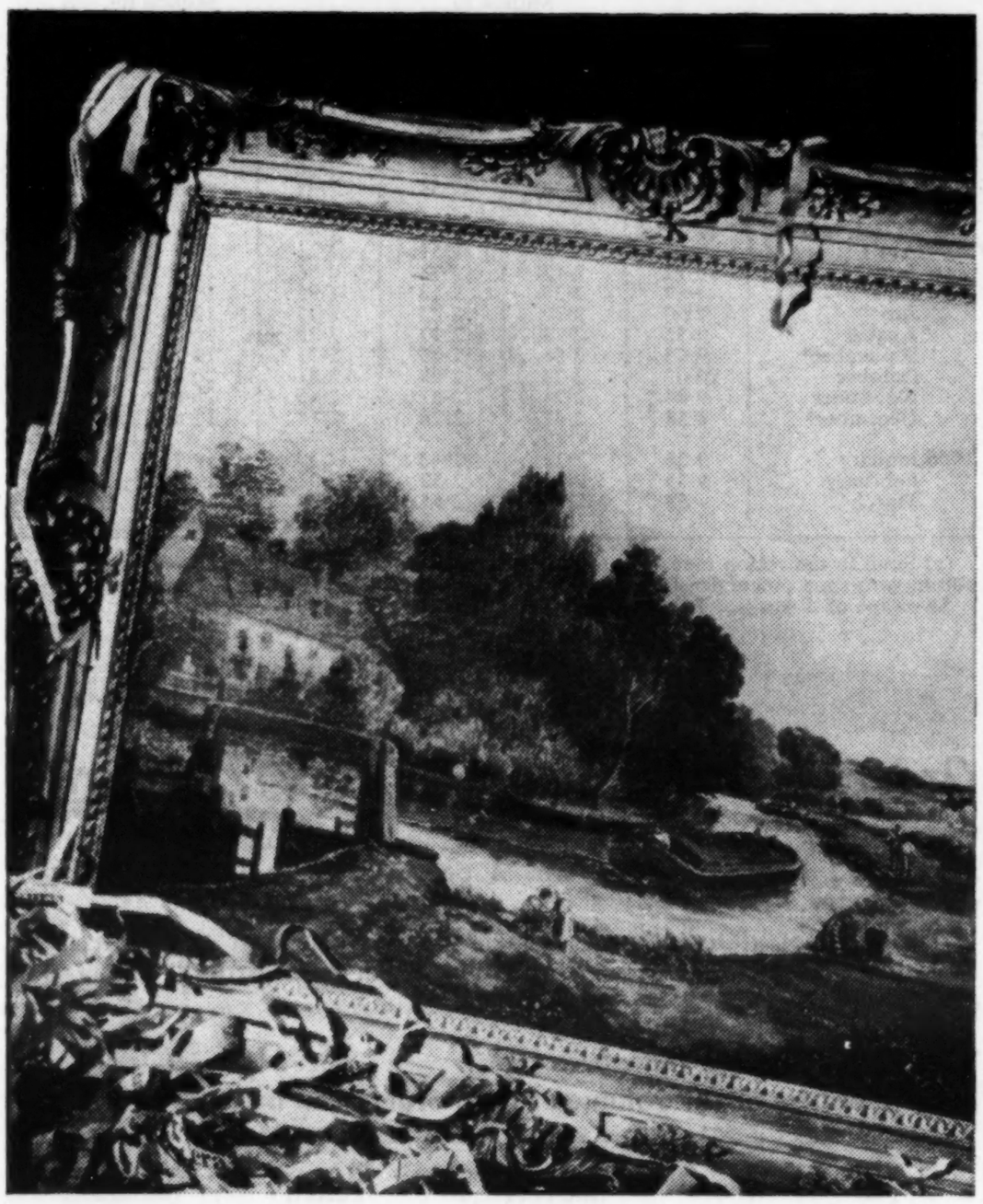

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Output of the wool textile industry

THE VOLUME of production in the wool textile industry in March was 2 per cent more than in March 1965.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rate of production of tops was at about the same level as in March 1965. The rate of delivery of worsted yarn was 4 per cent more and of woven fabrics (excluding blankets) 2 per cent less.

Output of the wool textile industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets) (*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	80·4	56·9	43·8	36·9	8·2
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
4th quarter	104·6	63·3	83·6	59·9	46·0	38·8	9·8
1966 1st quarter	104·9	63·4	83·7	59·8	41·9	37·8	8·1
1965 January	32·6	19·5	27·5	19·0	13·7	12·9	2·9
February	33·5	20·7	27·0	19·1	13·0	12·7	2·7
March	37·3	23·3	30·0	20·6	14·4	14·0	2·7
1966 January	33·7	20·1	27·2	19·7	14·4	12·4	2·9
February	32·9	20·1	26·2	18·7	13·0	12·1	2·6
March	38·3	23·2	30·3	21·5	14·5	13·4	2·6

(*a*) Including hair. (*b*) Estimated. (*c*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of wool textile products

Quarters or quarterly averages

	Wool tops		Yarns		Woven fabrics		Other wool textile products (*a*)	Total
	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.	£m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963	10·71	24·00	5·32	8·47	15·94	22·32	0·75	32·72
1964	9·60	18·79	5·52	8·03	16·81	22·36	1·03	32·95
1965	7·24	16·00	5·13	7·55	17·00	22·19	1·15	30·52
1964								
1st qtr.	10·48	21·20	5·66	8·58	15·95	21·95	0·97	33·07
2nd qtr.	12·11	23·25	6·05	8·85	17·47	23·30	1·03	36·66
3rd qtr.	7·60	14·74	4·92	6·96	16·64	21·72	1·04	30·20
4th qtr.	8·19	15·96	5·46	7·73	17·17	22·46	1·07	31·89
1965								
1st qtr.	7·72	16·41	5·40	7·82	15·79	20·83	1·06	29·97
2nd qtr.	7·09	15·87	5·00	7·54	17·32	22·24	1·10	30·51
3rd qtr.	6·79	15·31	5·03	7·53	17·93	23·32	1·25	31·00
4th qtr.	7·38	16·41	5·08	7·31	16·96	22·39	1·17	30·58
1966								
1st qtr.	7·50	16·86	5·11	7·42	16·29	21·14	0·91	29·80

(*a*) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheep's or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table: sheeps' or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

EFTA INFORMATION CENTRE: CHANGE OF ADDRESS

The EFTA Information Centre has moved from Queen Anne's Mansions, Queen Anne's Gate, to the main Board of Trade building at Victoria Street. Its new address is Room 527, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2479/2480).

Production in the cotton industry

THE VOLUME of production in the cotton industry in March was 3 per cent less than in March 1965.

Statistics issued by the Cotton Board show that in the three months January-March the amount of cloth woven was 5 per cent less than in the corresponding period of 1965. Production of single yarn and the amount of yarn doubled were 8 and 7 per cent less respectively.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Million lb.				Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1963	9·40	2·44	2·53	2·06	19·5	10·8
1964†	9·58	2·76	2·57	2·26	19·5	11·5
1965	9·32	2·74	2·53	2·31	19·5	12·0
1965 March*	10·11	3·09	2·77	2·45	20·8	12·6
April	9·03	2·78	2·51	2·21	19·7	11·8
May	10·12	3·13	2·78	2·56	21·5	13·0
June*	7·67	2·38	2·13	1·95	19·6	11·7
July	7·90	2·20	2·25	2·15	12·3	8·5
August	9·55	2·78	2·33	2·25	20·3	12·0
September*	9·03	2·54	2·45	2·31	19·2	11·9
October	10·02	2·78	2·65	2·51	20·8	13·0
November	9·84	2·74	2·67	2·45	20·6	13·1
December*	8·58	2·42	2·28	2·14	17·6	11·4
1966 January	9·38	2·73	2·42	2·39	19·1	12·7
February	9·35	2·80	2·52	2·31	19·2	12·5
March*	9·53	2·87	2·55	2·37	19·6	13·0

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of 5 weeks. †53-week period.

Orders in the textile and clothing industries

THE VOLUME of orders-on-hand in the textile and clothing industries at the end of March 1966 was 2 per cent more than at the end of February.

The rate of deliveries in March was 3 per cent more than in March 1965 and the rate of receipt of net new orders was 9 per cent more.

Textile and clothing industries (a).
Index numbers of the volume of total orders and deliveries (b).

	Orders-on-hand (end of period)	Net new orders (*c*)	Deliveries (*c*)
	April 1959 = 100	average 1959 deliveries = 100	average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965*	121	98	99
1965 1st quarter	121	97	99
2nd quarter	127	102	97
3rd quarter	117	87	95
4th quarter*	121	107	103
1966 1st quarter*	122	100	100
1965 January	123	92	94
February	122	99	102
March	121	99	100
1966 January*	122	92	95
February*	121	100	103
March*	122	108	103

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in March were 1 per cent higher than a year earlier, compared with increases of 2 per cent and 4 per cent in February and January respectively.

In the first quarter as a whole, sales were 2 per cent higher than a year earlier, compared with no increase in the last quarter of 1965.

The value of stocks at the end of March was 3 per cent lower than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1964 Year	112	+4	..	..
1965 Year	113	+1	..	..
1965 2nd quarter	103	+2	137	+2
3rd quarter	113	+2	149	—2
4th quarter	138	Nil	118	—5
1966 1st quarter	100	+2	146	—3
1965 March	137	+9	150	+4
April	111	+2	143	+3
May	104	+6	144	+3
June	93	—4	137	+2
July	79	Nil	143	+1
August	102	+4	154	—1
September	158	+1	149	—2
October	148	—5	135	Nil
November	141	+3	131	—2
December	125	+3	118	—5
1966 January	71	+4	124	—4
February	92	+2	142	—4
March	138	+1	146	—3

Percentage of corresponding values for 1965.

Analysis by Department

	Sales		Stocks (b)
	Mar. 1966	Jan. 1 to Mar. 31	Mar. 1966
Women's knitted outerwear, blouses and skirts	100·7	113·1	105·1
Women's coats, costumes, furs and raincoats	100·1	103·8	95·4
Women's underwear	94·4	92·0	87·0
Women's hose and children's socks	93·2	97·7	72·7
Women's millinery	102·7	103·3	96·0
Haberdashery, ribbons and wool	102·8	104·0	109·5
Children's wear	100·2	103·3	91·3
Men's and boys' shirts, pyjamas and outfitting	105·9	104·0	100·3
Gloves	99·2	94·8	66·9
Piece-goods and nets	99·9	104·8	91·0
Household textiles	100·2	98·9	98·1
Floor-covering, furniture and hardware	103·1	99·7	110·1
Grand total (a)	100·6	101·6	97·1

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

Retailers' stocks in March

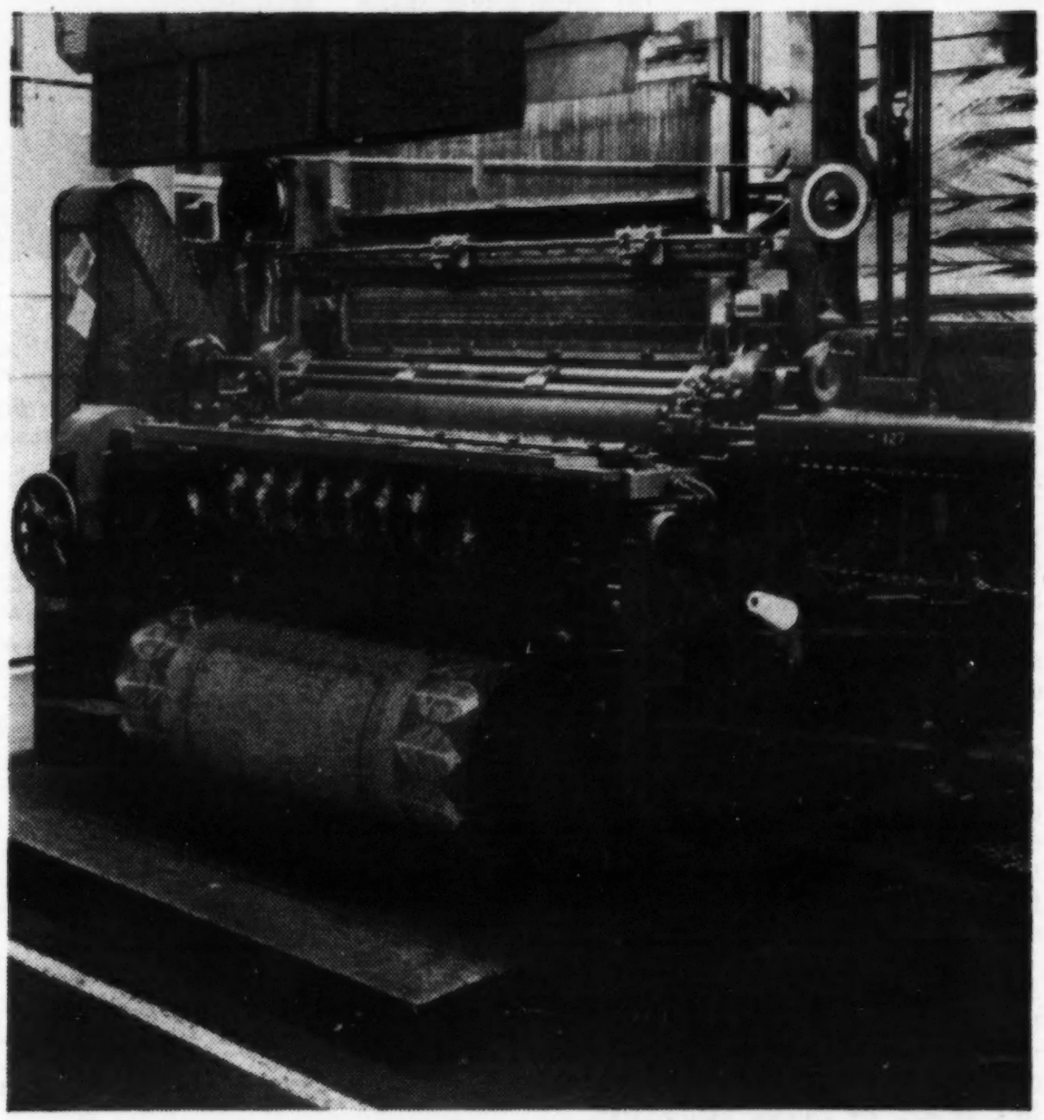
STOCKS HELD BY RETAILERS at the end of March and the first quarter of 1966 were 7 per cent higher than a year earlier, an increase similar to that in the earlier months of this year and the last quarter of 1965. In volume terms, retailers' stocks were 5 per cent higher in March than the corresponding period last year, an increase similar to that of recent months.

Estimate of changes in total retail stocks.

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept	Oct.	Nov.	Dec.
(a) At current prices												
1960.	94	99	102	103	105	104	99	98	102	109	113	100
1961.	98	102	107	109	110	111	108	107	110	117	122	106
1962.	103	106	112	113	116	112	110	110	112	121	127	111
1963.	106	109	116	117	119	116	113	113	114	125	134	117
1964.	115	117	123	125	125	124	118	122	125	133	143	126
1965.	121	124	133	134	136	133	129	133	134	142	152	134
1966.	130	132	143									
1961.	+5	+4	+4	+5	+5	+6	+8	+9	+7	+7	+8	+6
1962.	+5	+3	+5	+4	+5	+1	+3	+3	+2	+4	+5	+4
1963.	+3	+3	+4	+3	+3	+3	+2	+3	+2	+4	+5	+6
1964.	+9	+7	+5	+7	+5	+7	+4	+9	+9	+6	+6	+8
1965.	+5	+6	+9	+8	+9	+8	+9	+8	+8	+7	+7	+7
1966.	+7	+7	+7									
(b) At constant (Dec. 1960) prices												
1960.	95	100	103	105	106	105	100	99	102	109	113	100
1961.	98	102	106	107	109	109	106	104	107	113	118	103
1962.	100	102	108	109	110	107	105	104	106	114	120	104
1963.	100	103	110	110	112	110	107	106	108	118	126	110
1964.	108	109	114	116	115	114	109	113	115	122	130	115
1965.	110	112	121	121	123	120	116	120	120	128	137	120
1966.	116	118	127									
1961.	+3	+2	+2	+3	+2	+4	+6	+6	+4	+4	+4	+3
1962.	+1	Nil	+2	+2	+2	—2	—2	—1	—1	+1	+2	+1
1963.	+1	+1	+1	+1	+1	+3	+2	+3	+2	+3	+5	+5
1964.	+8	+6	+4	+5	+3	+4	+2	+6	+6	+4	+3	+4
1965.	+2	+3	+6	+5	+7	+5	+7	+6	+5	+4	+5	+5
1966.	+6	+5	+5									

(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965).



Long J-pile Rya rugs for the Scandinavian market are an export speciality of Yorkshire carpet manufacturers, T. F. Firth & Sons, who weave their all-wool pile Ryas on Grippa Axminster looms, as pictured above. Because of their close co-operation with Swedish designers, Firth's Ryas are virtually indistinguishable from Swedish hand-made Ryas and the firm holds an estimated 50 per cent of the export market of British carpets to Sweden.

Exhibitions and Fairs

'Euroflora, 1966'—first international flower and ornamental plant exhibition

AFTER ALMOST two years of preparation, the first international flower show 'EUROFLORA '66' was held in Genoa, the centre of Italy's flower growing area, from April 30 - May 8. The opening ceremony was performed by On. Franco Restivo, Italian Minister of Agriculture. This has undoubtedly proved to be the most popular and spectacular exhibition yet organized by the local Fair Authority. Being recognized by the International Horticulturalists Association, and organized in accordance with its regulations, the show constitutes Italy's entry into the series of "Floralies" held annually in various European countries.

Nearly 500 exhibitors were present from 14 countries, although non-European participation was mainly through Italian agents. Extensive collective displays in the plant section were arranged by appropriate organizations of West Germany, Holland, Belgium and France, all of whom gained the principal awards.

The centrepiece of the exhibition was housed in a spacious circular sports palace which, with its lofty glass roof and balconies, provided an ideal natural setting, particularly for the many magnificent displays of flowers and shrubs. Although space was mainly devoted to the arrangement of some two million plants, exhibits also included interesting displays of the latest equipment, materials and techniques applied to modern horticulture.

British participation consisted mainly of joint venture stands in both the plant and equipment sections between the Board of Trade and member firms of the Federation of Horticultural Exporters. Hillier and Sons of Winchester gained a diploma of merit for their impressive display of a large variety of shrubs which aroused considerable interest. Their entire display was sold *en bloc* to an Italian buyer, and many individual items also attracted additional orders and inquiries.

In the equipment section, Hayters (Exports) Ltd., of Bishop's Stortford (Herts.) exhibited a wide range of modern grass-cutting machinery, all of which was disposed of in collaboration with the firm's Italian agents, who also exhibited separately. Further orders were also received for certain important items.

Tarpen Engineering Company, of London, showed a large selection of items, including electrical and mechanical garden tools for grass-cutting, hedge-trimming and soil cultivation. The display evoked serious inquiries, particularly through the firm's Italian agents, and the firm felt that it will lead to increased business on this market.

The Federation of Horticultural Exporters also dealt with a number of inquiries at their information stand and there was evidence of increasing interest by Italians in modern mechanical horticultural equipment and methods especially, in the first place, by public authorities.

Landmaster Ltd., of Nottingham, in collaboration with an Italian engine manufacturer, showed an interesting variety of mechanical cultivators, motor-mowers, etc. Other British products exhibited by Italian agents were lawn mowers made by Ramsomes, Sims and Jeffries, Ltd., Ipswich, and Thomas Green of Leeds, garden sprinklers by A.S.L., of Birmingham, fertilizers by Murphy Chemical Co., and by Chase Organics, and finally lawn aerators by SISIS Equipment Ltd., of Macclesfield. All the agents of the British firms expressed general satisfaction at the interest created by these products and anticipated that increased business would result.

Tarpen Engineering Co. Ltd., one of the British firms exhibiting at 'Euroflora '66' in Genoa from April 30 to May 8, reported several serious inquiries. The show revealed a growing demand in Italy for mechanical horticultural equipment.

Consequently, although the main general interest in this type of show is inevitably centred upon the plant and floral displays, 'Euroflora' has also revealed a growing demand in Italy for mechanical horticultural equipment and more British manufacturers in this line might usefully consider exploring this market. An interesting outcome of the exhibition was the official adoption of the plant 'Pinus Pinea' as the Italian national emblem.

The fair organizers have already made application to hold a second edition of 'Euroflora' in 1971, the first available date.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

First British participation at Lille International Fair

A report by the British Consulate-General, Lille

THIS YEAR for the first time there was an official British stand at the Lille International Fair which was held from April 23 to May 8. The Fair is an annual event of long standing and is by far the most important commercial fair in the North of France outside Paris. It covers an area of 200,000 sq. metres (2,250,000 sq. ft. about) and this year some 3,500 firms exhibited their products or those of their principals. About one and a half million visitors, chiefly French and Belgian are said to have passed through the Fair.

In the 'Grand Palais' were grouped mainly prestige stands of 12 countries, including that of the United Kingdom together with stands representing French and Belgian regions and major French economic organizations.

Displays of many types of goods of various national origins were held in other halls and in the open air. They included office and household equipment and furniture, all kinds of machinery, public works and agricultural equipment, food and drink, caravans and tents, garden machinery and tools, radio and television.

British products were exhibited, by the agents of British firms, on some 18 stands and included washing machines, lawn mowers, caravans, duplicating and photocopying machines, plastic tiles and flooring, electric hoists, dumpers, grain driers, biscuits, jams, sauces, tea and, of course, whisky.

Most of the agents were satisfied with the amount of business done during the Fair and indeed the same firms come back to the Fair year after year.

The Fair was opened by the President of the Republic who afterwards visited a number of stands including the British one. April 25 was declared 'British Day' at the Fair and Sir Patrick Reilly, KCMG, OBE, HM Ambassador, presented the United Kingdom official stand and was host to over 200 French businessmen at a cocktail party in the Fair building.

The British stand which was designed and erected by the COI contained examples of a variety of British products including auditorium seating, slide rules in a polymethylmethacrylate plastic, a hospital-wall light, a convector heater, sterling silver and stainless steel cutlery, make-it-yourself rag dolls, light fittings, invalids pick-up sticks, furnishing fabric, stacking chairs, sanitary ware, a plastic-handled saw, ceiling roses and switches, blankets, bed spreads and carpets.

Centres of interest on the stand were models of the Firth of Forth bridge and of the Post Office Tower in London and a large coloured transparency of HM the Queen and HRH Prince Philip.

A great number of inquiries were received at the stand varying from questions about tourism in Britain to requests for British agencies. Altogether the British presence at the Lille Fair this year seems to have been very successful and to have made a distinct impact locally. One of the most useful by-products has been the number of contacts made with French businessmen of the region by the Commercial Officer and other members of the staff of the Consulate-General in Lille which may be expected to lead to an increase in British commercial activity in this part of France.

This first British participation in the Lille Fair should be considered as only a first step towards a greater interest by British exporters in this highly industrialized and densely populated region of France with its potentially valuable market for British manufacturers of all kinds.

It is to be hoped that British industrialists will participate directly in this Fair in future years either jointly or individually.

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Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4

Export Council for Europe, 27, Northumberland Avenue, London, W.C.2

Commercial Department, British Embassy, 35, Rue du Faubourg St. Honore, Paris 8e

British Week Office, 24, Rue Childebert, Lyon 2e

British electrical industry display at the Republic festival show, Johannesburg, Easter 1966

An appraisal by the British Consulate-General, Johannesburg

JUST FOR THIS YEAR, its 55th, the annual Rand Easter Show was renamed The Republic Festival Show. This was done to fit in with the celebration of the fifth anniversary of South Africa's becoming a Republic, but the use of the word 'Republic' was appropriate in another way since this annual fair and exhibition attracts exhibitors and visitors from the whole of the Republic. No other trade show in South Africa (or on the African continent for that matter) can be compared with it. The show this year opened on March 29 and, as always, the last day was Easter Monday.

The 1966 display in the British pavilion was again awarded a gold medal (the sixth in eight years, which is a record for the show), our theme being 'Partners for Progress'. The display consisted solely of products of member firms of the British Electrical and Allied Manufacturers' Association (BEAMA), selected to demonstrate the vital importance of the British electrical industry to South Africa's development, both by the export of finished articles and plant and by participation in local manufacture.

Nine other overseas nations had their own national pavilions but, unlike us, none confined their display to a single homogeneous field. All except Japan showed mixed consumer goods ranging from cars to clothing alongside odd items of capital equipment, machine tools being very common. The Japanese pavilion this year devoted its ground floor to cars and light commercial vehicles, while heavier vehicles were ranged outside but the remainder of the pavilion showed a wide range of items.

Our display, as before, was the product of co-operation between industry and teams from the Board of Trade and Central Office of Information, working with the Commercial Section of the British Consulate-General in Johannesburg. A bold background designed by the COI went well with the advanced electrical equipment on show, and the pavilion was dominated by large fibreglass spheres, some cut away to house small exhibits while others were purely decorative. The pavilion was lit entirely from within and a non-stop tape feeding rather weird 'science fiction' music through concealed loud-speakers completed a space age atmosphere which contrasted strongly with the hard South African sunshine and rather mundane things to be seen in the showground outside.

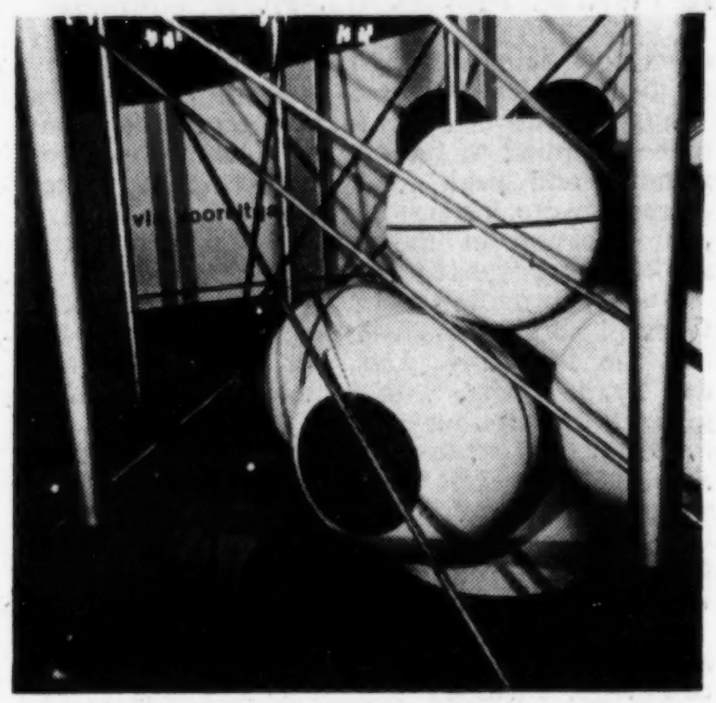
The British pavilion, which was constructed for the 1959 show, has a striking circular shape and is in a splendid position. From the outside its pale blue glass walls and suspended roof are eye-catching, and the basis of the internal design is a circular ramp leading to an upper floor, both surrounding a central well. Insistence on one-way traffic, aided by the basic construction and the efforts of the designers, enables the many thousands of visitors to pass through without undue congestion and provides the added advantage that every visitor passes every exhibitor's stand before emerging from the pavilion on the upper floor to descend to the showground via an external ramp.

It is perhaps an over-simplification, but our display this year could be broadly divided into three groups. Firstly, there was the central feature, a circular platform bearing some of the fibreglass spheres, each cut away and containing an illuminated exhibit; secondly, before reaching this central feature and after leaving it and climbing the ramp, the visitors passed the 18 trade stands where 33 manufacturers demonstrated various products. The third type of exhibit, of general consumer appeal, consisted of a splendid working model railway in a typically British country setting and an ultra-modern kitchen containing equipment which visitors could set in motion or light up by means of push buttons.

It is in some ways unfortunate that South Africa has just this one highly important annual show, attended by both serious buyers and the general public, and while we must always aim our display at the buyer, it would be unkind as well as undesirable to ignore the thousands of South African families who flock each year to the pavilion. With this year's theme our exhibitors and designers took on a tough job, since many of the items shown on the exhibitors' stands are inevitably difficult to display in an interesting fashion to the lay public. (A gas-filled triode converter, for example, is hardly likely to excite many people outside the industry.) This challenge, however, was met successfully by the high standard of display on the stands themselves coupled with the dramatic background.

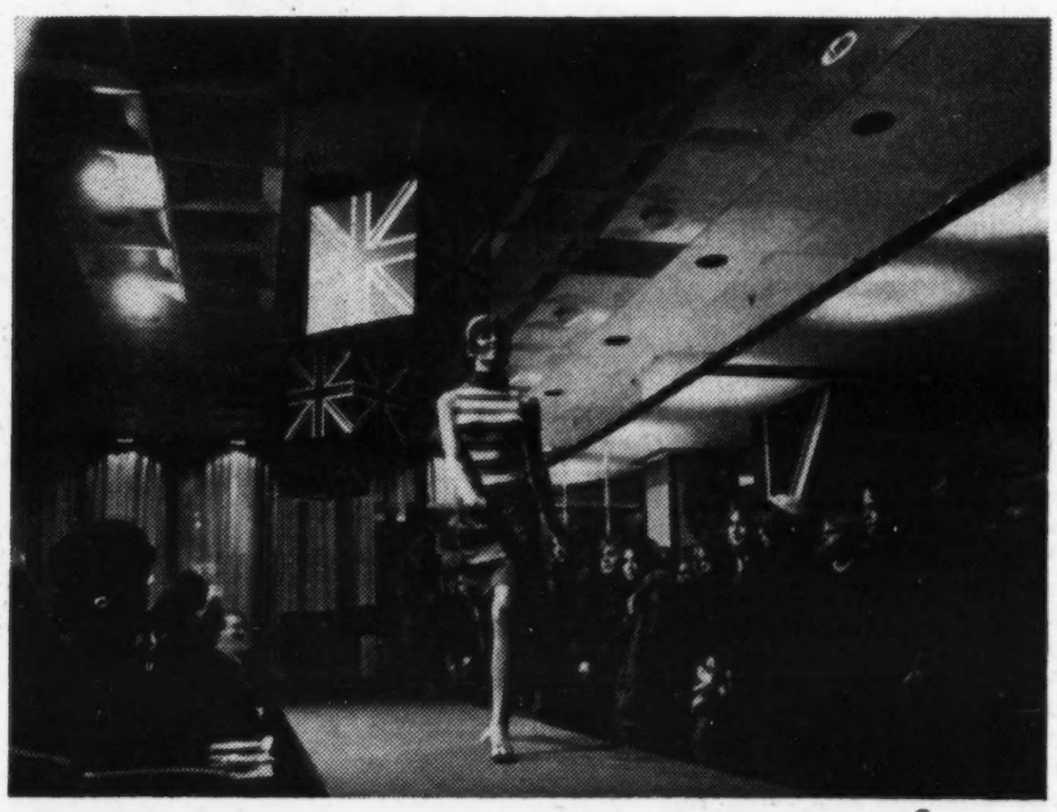
The items shown covered a very wide range. Those most easily identifiable with the needs of South Africa included models of a turbo-generator similar to the eight 200 MW gener-

(*Continued on next page*)



Part of the stand at the Republic Festival Show at Johannesburg, designed and produced for the Board of Trade and the British Electrical and Allied Manufacturers' Association by the Central Office of Information. The theme of the stand was 'Partners for Progress'.

STORE PROMOTION IN SWEDEN



Considerable interest was shown in British merchandise during a recent promotion at Ahlén and Holme's, Söder store (left) in Stockholm, where good use was made of display material provided by the Board of Trade. Picture on the right shows young Swedes gathered to see the latest British fashions at the firm's City store which also held a British store promotion.

REPUBLIC FESTIVAL SHOW, *continued*

ators now being installed by a British company at the Camden Power Station in the Eastern Transvaal and of a gas turbine generator about to be supplied to the city of Johannesburg for standby and peak load duties. At the other extreme were general prestige items such as a demonstration of the fuel cell currently the subject of advanced research in Britain.

The Information Section of the Consulate-General secured a great deal of advance publicity in the daily press, and in the technical and trade press, with articles varying from general descriptions of the British display to more detailed write-ups on individual items. In addition, a special *Industrial Bulletin* sent to selected South African publishers just prior to the show included mention of some interesting British developments in the electrical field which were not on display at the show.

The cinema within the pavilion was in constant use. On average five performances a day comprised a mixed bag of documentaries on subjects connected with electricity, but there were also special showings of technical films to selected groups invited by the exhibitors. So far as it could be arranged, films with more popular appeal were shown in the evenings.

Throughout the period of the show the pavilion was open to the public from 9 a.m. to 10 p.m., and at all times two lady receptionists in specially designed costumes were available at an inquiry desk at the pavilion exit. They were kept very busy and many inquiries were handled.

Total paid attendance at the showground was 560,000 during the 11 days it was open. Our record of first-rate displays, the striking appearance of the pavilion and its excellent position make it likely at least a quarter of a million people will have visited the British display.

The British electrical industry did not, of course, feature only in the British pavilion. Many South African distributors and manufacturers have their own pavilions or stands and inevitably show a great deal of British-made and British-designed equipment. The Steel and Engineering Industries Federation of South Africa (SEIFSA) contained a 1,000 h.p. diesel electric locomotive in a most prominent position. It was described as the largest locomotive ever made in South Africa, but a modest notice named a well-known British company as the manufacturer of the locomotive's electrical equipment.

The SEIFSA pavilion was of particular interest in another context. It set out successfully to illustrate traditional imports now being produced within South Africa, and one significant item was a very ordinary centre lathe described by its exhibitor as the first lathe made in South Africa. It was said to be a copy of an Italian lathe, and the exhibitor, who expects to have 7 in. and 9 in. lathes of the same type in production within a few months, already claims to have sold some 50-ton locally-made mechanical presses to the United Kingdom. The lathe shown was a jobbing machine, but local manufacture of production lathes cannot be too far away.

To sum up, the 55th Rand Easter Show, alias the Republic Festival Show 1966, was a good one for showing the products of British exporters and for other British interests in South Africa. Our electrical industry, co-ordinated by BEAMA, put on a first-rate display in the United Kingdom pavilion and other British manufacturers were in good evidence throughout the showground. At the same time, the show contained the warning (not entirely new) that the decline in the Republic's dependence upon certain imports is not to be confined to the field of consumer goods.

First numerically controlled machine tool exhibition

IN CONVENTIONAL machining the machine tool movements are under the control of a skilled machine operator but in numerically controlled machines this function is transferred to a computer system. The possibilities that this offers the machine tool industry was illustrated at the first Numerically Controlled Machine Tool Exhibition held at Olympia from May 2 to 9.

Addressing officers of the Machine Tool Trades Association, Mr. Frank Cousins, Minister of Technology, spoke of the new financial scheme he had recently introduced to encourage wider use of numerically controlled machines in British industry. Under this scheme industry will buy the machines but at any time within 24 months of installation the machines can be returned and a guaranteed re-purchase price given.

Occupying 50,000 sq. ft. of exhibition space, 71 exhibitors displayed some 140 machines valued at over £3 million. On the opening day, Airmac Ltd. reported 39 orders for their machine tool control system and Chas. Churchill Ltd. seven orders for numerically controlled machining centres valued at more than £90,000. Ferranti received an order for £100,000 for a control system to work with a cigarette making machine. AEI displayed six different types of machine tool control systems and Wickman Machine Tool Ltd. of Coventry exhibited five machines including a single spindle automatic one with a photo-electric control system. The industry is conscious of the part it can play in the export field and sales missions are being sent to Australia and New Zealand in August, the British Overseas Fair in Mexico City in October and in the same month a further sales mission to Spain.

Industrial measurement systems designed to increase the machining accuracy and speed of conventional lathes were exhibited at the recent Numerically Controlled Machine Tool Exhibition held at Olympia. Illustrated above is the Ferranti Digiturn system.

Minister of Public Building and Works opens IBSAC '66

IBSAC '66 – the Industrialised Building Systems and Components Exhibition, was opened on May 10, at the Crystal Palace site in South London, by Mr. Reginald Prentice, the Minister of Public Building and Works.

Mr. Prentice said that industrialized building was vital if the country was to achieve its target of 500,000 new houses a year by 1970. Industrialized building methods accounted for about 20 per cent of local authority housing at present. This proportion was growing rapidly, and by 1970 it must reach 40 per cent.

Mr. Reginald Prentice, Minister of Public Buildings and Works at the opening ceremony of IBSAC '66, the Industrialised Building Systems and Components Exhibition at Crystal Palace. Photo shows: (left to right) Mr. Ian Trafford, joint managing director of Industrial and Trade Fairs Holdings Ltd., Mr. Reginald Prentice (speaking), Mr. W. S. Jones, chairman of IBSAC and Mr. L. G. Pearson, FIOB, president of the National Federation of Builders' Employers.

He paid tribute to the organizers of the exhibition, and the many systems on display. The National Building Agency, he said, were helping clients by appraising systems; their stamp of approval was an invaluable guide to the customer. The Government were actively concerned in promoting better and more efficient building of all types. Standardization was essential to make the most of industrialized systems, but this did not mean monotony.

The exhibition is open until May 21. A 16-page illustrated supplement on IBSAC was published in the *Board of Trade Journal* of May 6.

HOW OVERSEAS PRESS CORRESPONDENTS CAN HELP EXPORTERS

COPIES *of the Board of Trade booklet "Overseas Press Correspondents in London: How they and Industry can help each other" are available free of charge from Board of Trade, Information Division, Room 641, 1 Victoria Street, London, S.W.1—or telephone Abbey 7877, Ext. 2579.*

The booklet explains how trade associations and individual firms, if assisted by the right material and facilities, can gain valuable publicity by disseminating information which is both of interest to their audience and of value to British exporters. Many suggestions are made on how to set about it, and there is a full list of the names and addresses of overseas press representatives in and around London.

Overseas Trade and Exports

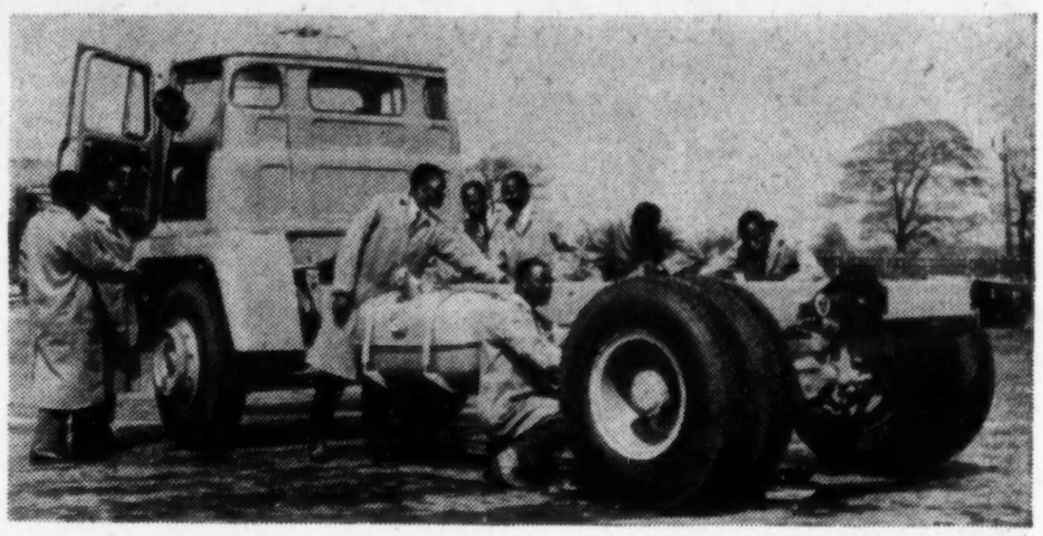
TRADE AND FINANCIAL ARRANGEMENTS

£17m. loans to India

AGREEMENTS FOR THREE loans totalling £17 million to the Government of India from the British Government were signed in New Delhi on May 10 by Shri C. S. Krishna Moorthi, Joint Secretary, Indian Ministry of Finance, and Mr. David Scott, the Acting British High Commissioner. As previously announced on April 23, these loans constitute an advance instalment of Britain's normal aid pledge for 1966/7 and have been offered as an emergency measure to give immediate assistance to the Government of India in resolving India's pressing economic problems.

Of the £17 million, £10 million will be in the form of general purpose aid which the Government of India will be able to use for the purchase from the United Kingdom of a wide range of goods essential to India's economic development. This form of aid is of particular value to India in providing her with foreign exchange in a quickly usable and flexible form. Four million pounds will be in the form of a new Kipping loan which will be used to assist engineering industries in India which look to Britain as their traditional source of supply to purchase badly needed spares and components, and the remaining £3 million will be used for the purchase from Britain of spares and components for the Bhopal Heavy Electrical Factory.

As with other recent loans to India these new loans are free of interest and for 25 years. Repayment will not begin until after the seventh year.



This nine-man team of mechanics from the West African Republic of Mali is undertaking a two-month training course with Leyland Motors Ltd. They are seen examining a Leyland Super Comet truck chassis which is the first of a £¾ million fleet of trucks, tractors and semi-trailers to be shipped to Mali.

Italy and Chile

THE ITALIAN GOVERNMENT on February 1, 1966, signed a financial agreement by which it undertook to authorize medium-term credit institutions to grant a financial credit of 6,250 million lire (approximately £3.5 million) to be used for purchasing from Italy machinery, plant and accessories required for the realization of the programme of Chilean development.

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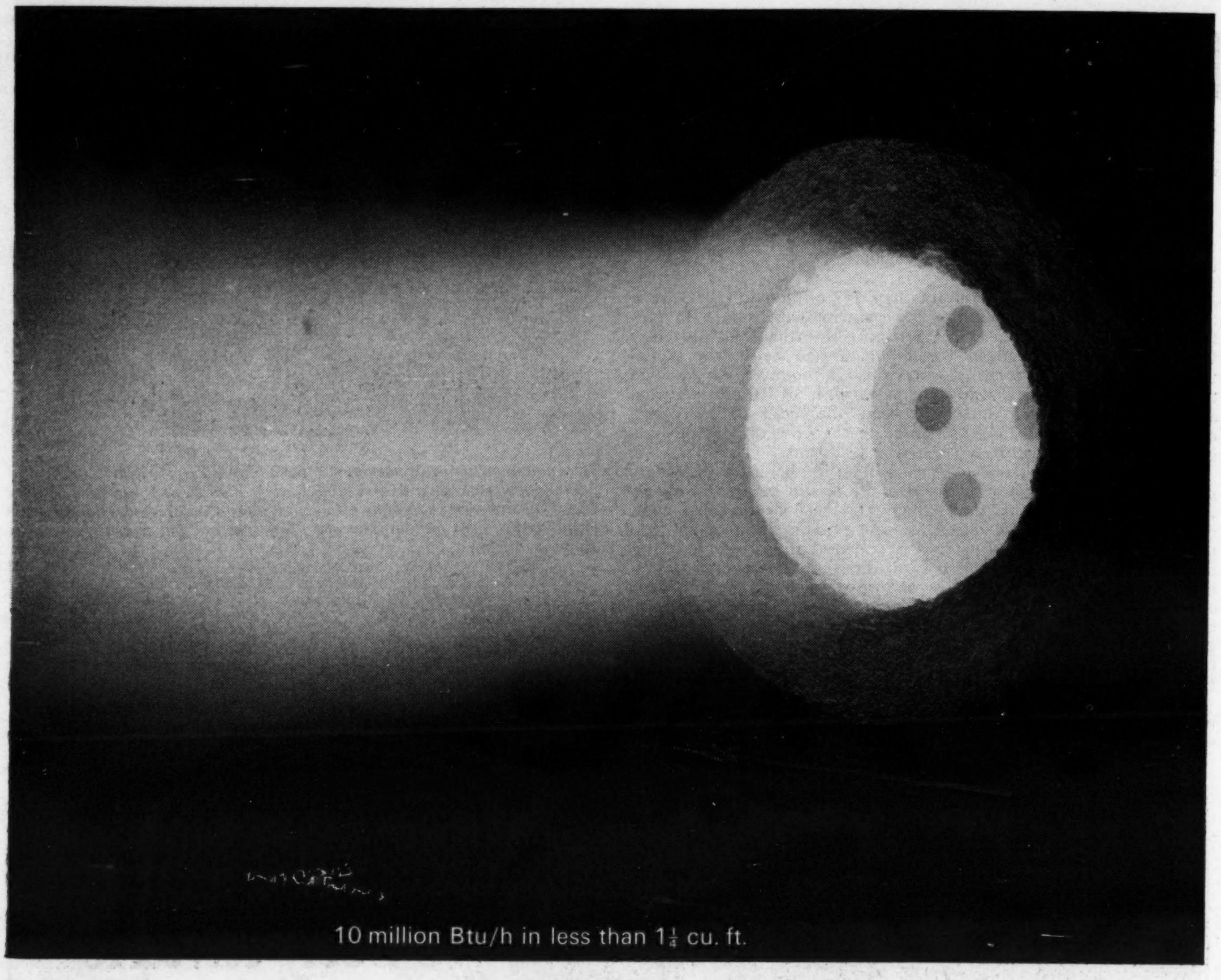

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HIGH SPEED GAS

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

AUSTRALIA

(93/66) Switchboard for Cairns Regional Electricity Board. June 15. E.S.B. 18004/66.

Capricornia Regional Electricity Board:

(92/66) Water Valves. June 1. E.S.B. 18005/66.

(93/66) Steam and Feed Water Valves. June 1. E.S.B. 18245/66.

Department of Supply, Melbourne:

(91/66) Grinding Machine. June 2. E.S.B. 17054/66.*

(91/66) Centre Lathe. June 2. E.S.B. 17053/66.*

(91/66) Toolroom Lathe. June 1. E.S.B. 17053/66.*

(92/66) Polyphase Impulse Transmitter for Electricity Commission of Victoria. June 6. E.S.B. 17995/66.*

Melbourne City Council:

(91/66) Street Lighting Lanterns. June 1. E.S.B. 17056/66.*

(93/66) Street Lighting Lanterns. June 1. E.S.B. 18024/66.*

Postmaster-General's Department:

(91/66) Power Hand Saws. June 14. E.S.B. 17948/66.*

(91/66) Drilling Equipment. June 7. E.S.B. 17062/66.*

(91/66) Steel Towers and Masts. June 9. E.S.B. 17061/66.*

(92/66) H.F. Independent Sideband Equipment. June 14. E.S.B. 18002/66.*

(92/66) Power Generators for Snowy Maintains Hydro-Electric Authority. (Further Information.) Closing date postponed to June 29. E.S.B. 41089/65.*

(92/66) Switchgear and Load Control Centres for Southern Electric Authority of Queensland. June 24. E.S.B. 18003/66.

State Electricity Commission of Victoria:

(92/66) Oscillograph and Accessories. June 20. E.S.B. 17994/66.*

(92/66) Fuse Cartridges, Units and Handles. June 14. E.S.B. 17993/66.*

(93/66) Carrier Telephone System for Victorian Railways. June 8. E.S.B.18043/66.*

(92/66) Bogie Wagons for Western Australian Government Railways Commission. June 9. E.S.B. 17933/66.

BRUNEI

(93/66) Fire Fighting Appliances for Fire Services Headquarters. June 6. E.S.B. 18032/66.

BURMA

Myanma Export Import Corporation:

(89/66) Miscellaneous Tools and Equipment. July 6. E.S.B. 17631/66.*

(89/66) Metal Shapes; Screws. June 30. E.S.B. 17616/66.*

(89/66) Rubber Gloves and Sheet. June 29. E.S.B. 17632/66.*

(90/66) Motor Vehicle Spares. June 30. E.S.B. 17690/66.*

(90/66) Vehicle Spare Parts. June 30. E.S.B. 17693/66.*

(90/66) Padlocks. June 29. E.S.B. 17679/66.*

(90/66) Tarpaulins and Canvas. June 29. E.S.B. 17680/66.*

(90/66) Vehicle Spare Parts. June 30. E.S.B. 17656/66.*

(90/66) Motor Vehicle Spares. June 30. E.S.B. 17689/66.*

(90/66) Vehicle Components. June 30. E.S.B. 17692/66.*

(91/66) Motor Vehicle Spares. June 30. E.S.B. 17691/66.*

People's Bawdwin Industry:

(89/66) Pumps and Valves. June 15. E.S.B. 17618/66.

(89/66) Boots and Laces. June 30. E.S.B. 17617/66.*

(91/66) Lathe for Trade Corporation. June 30. E.S.B. 17619/66.*

(90/66) Chemicals for Union of Burma Railway Board. July 6. E.S.B. 17681/66.*

CANADA

(91/66) Transformers for Manitoba Hydro. June 3. E.S.B. 17930'66.

CEYLON

(93/66) Laboratory Equipment; Pharmaceuticals for Colombo Municipal Council. June 22. E.S.B. 18269/66.*

Ministry of Finance:

(93/66) Peak Caps. June 14. E.S.B. 18270/66.

(93/66) Barbed Wire and Staples. June 21. E.S.B. 18271/66.

ETHIOPIA

(94/66) Telephone Equipment for Imperial Board of Telecommunications of Ethiopia. June 17. E.S.B. 18074/66.*

FORMOSA

Central Trust of China:

(89/66) Bottle Filler. June 2. E.S.B. 17097/66.*

(89/66) Laboratory Equipment. June 1. E.S.B. 17099/66.*

(93/66) Cigarette Paper. June 2. E.S.B. 18007/66.*

(93/66) Control Equipment. June 10. E.S.B. 18011/66.*

(93/66) Rubber Hose. June 9. E.S.B. 18015/66.*

(93/66) Hot Line Tool Set. June 10. E.S.B. 18278/66.*

(93/66) Electronic Control Panel and Accessories. June 14. E.S.B. 18006/66.*

(93/66) Diesel Generator and Spares. June 10. E.S.B. 18013/66.*

(93/66) Measuring and Control Instruments. June 10. E.S.B. 18277/66.*

(93/66) Pumps. June 17. E.S.B. 18008/66.*

(93/66) Low Head Vibrating Screens. June 16. E.S.B. 18009/66.*

(93/66) Bottling Plant. June 13. E.S.B. 18010/66.*

(93/66) Switchgear. June 17. E.S.B. 18012/66.*

(93/66) Laboratory Equipment. June 10. E.S.B. 18014/66.*

(93/66) Cellulose Wrapping Paper and Tear Tape. June 2. E.S.B. 18276/66.*

GERMANY, FEDERAL REPUBLIC OF

NATO: Earthworks, Road and Building Construction for the German Authorities. Apply by August 1. G.D. 988/66.

GREECE

(90/66) Animal Feed Mills for Agricultural Bank of Greece. June 15. E.S.B. 17901/66.*

Institute of Social Insurance:

(91/66) Surgical Instruments. June 4. E.S.B. 17907/66.*

(91/66) X-ray Diagnostic Equipment. June 11. E.S.B. 17908/66.*

(91/66) Passenger Lift. June 4. E.S.B. 17911/66.*

(93/66) Oil Prospecting and Surveys for Ministry of Industry. June 1. E.S.B. 18266/66.

Ministry of Trade:

(90/66) Tools and Equipment. June 15. E.S.B. 17906/66.*

(90/66) Steel Bars. June 1. E.S.B. 17903/66.*

(91/66 Postal Scales. June 13. E.S.B. 17905/66.*

(93/66) Tyres. June 1. E.S.B. 18267/66.*

Public Power Corporation:

(91/66) Transmission Line Fittings. (Further Information.) June 10. E.S.B. 4060/66.*

(91/66) Transformers and Accessories. June 21. E.S.B. 17912/66.*

(91/66) Submarine Cable. June 17. E.S.B. 17913/66.*

HONG KONG

Government Stores Department:

(90/66) Propellers. June 3. E.S.B. 17678/66.*

(93/66) Fuel Oil. June 3. E.S.B. 18057/66.*

(93/66) Floor Tiles. June 3. E.S.B. 18058/66.*

(93/66) Fire Extinguishers. June 1. E.S.B. 18059/66.*

INDIA

Atomic Energy Establishment, Trombay:

(92/66) Graphite Electrode. (Further Information.) Tender documents now available. E.S.B. 16998/66.*

(Continued on page 1151)

SWEDEN

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(92/66) Wheatstone Bridge. (Further Information.) Tender documents now available. E.S.B. 16996/66.*
(92/66) Polarograph. (Further Information.) Tender documents now available. E.S.B. 16997/66.*
(93/66) Steel Towers for Damodar Valley Corporation. June 13. E.S.B. 18056/66.*
(92/66) Transformers for Gujarat Electricity Board. June 15. E.S.B. 18249/66.
(91/66) Nickel for India Supply Mission. June 13. E.S.B. 17958/66.
(93/66) Brass Tubes for Indian Telephone Industries Ltd. June 27. E.S.B. 18253/66.
(92/66) Meters and Transformers for Madras State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 16560/66.*
(93/66) Transformers and Ancillary Equipment for Punjab State Electricity Board. (Further Information.) (Closing date postponed to June 13. Also amendments to specification.) E.S.B. 7816/66.*

IRAN

(91/66) Sodium Hydrosulphite for Iranian Factories Company. June 13. E.S.B. 17927/66.*
Iranian State Railways:
(91/66) Packing Machine. July 19. E.S.B. 17914/66.*
(91/66) Chrome Plating Plant. August 7. E.S.B. 17926/66.*

IRAQ

Central Foreign Purchasing Board:
(91/66) Foam. (Further Information.) Tender documents now available. E.S.B. 16592/66.*
(91/66) Image Orthicon Tubes. June 26. E.S.B. 17945/66.
(91/66) Refrigerators. July 17. E.S.B. 17944/66.*
(91/66) Electrical Equipment for Directorate-General of Planning and Design. (Further Information.) Tender documents and drawings now available. E.S.B. 14584/66.*
(91/66) Telephone Cables for Directorate General of Posts, Telegraphs and Telephones. (Further Information.) Tender documents now available. E.S.B. 16589/66.*
Ministry of Defence:
(91/66) Construction of Buildings. July 19. E.S.B. 17947/66.
(91/66) Shackles, Timbles and GS Blocks. (Further Information.) Tender documents now available. E.S.B. 16588/66.
(92/66) Spares for Receiver; Transformer. June 11. E.S.B. 17952/66.*
(91/66) Electrical Transmission Lines for Ministry of Municipal and Rural Affairs. (Further Information.) Tender documents now available. E.S.B. 15102/66.*
(91/66) Pipes and Fittings for Oil Planning and Construction Administration. June 4. E.S.B. 17943/66.

IRISH REPUBLIC

(93/66) Fluoridation Equipment for Trim Urban District Council. June 3. E.S.B. 17990/66.

JORDAN

(92/66) Pipe and Fittings for Central Water Authority. June 4. E.S.B. 17978/66.*
(90/66) Transmission Line Equipment for Jordanian Electric Power Co. Ltd. June 2. E.S.B. 17694/66.*

KENYA

VHF Radio Systems for East African Posts and Telecommunications Administration. (Further Information.) This tender has been re-issued, closing date being July 12. E.S.B. 15900/66.

KOREA

Office of Supply:
(93/66) Telegraph Equipment; Trucks: June 14. E.S.B. 18038/66.*
(93/66) Locomotive Workshop Equipment; Telecommunications Equipment. June 7. E.S.B. 18039/66.*

KUWAIT

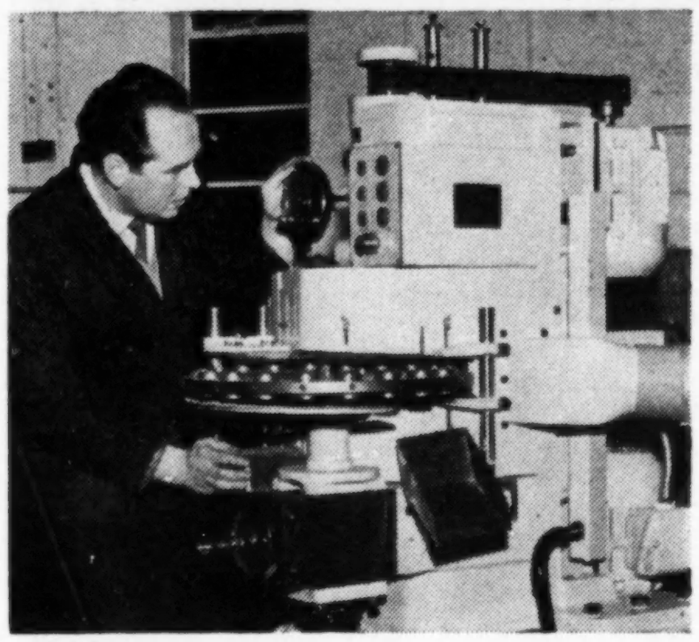
(92/66) Alternator Test Set for Ministry of Electricity and Water. June 28. E.S.B. 17992/66.*

LIBYA

(92/66) Sewage Plant Equipment for Barce Reconstruction Organization. (Further Information.) Closing date postponed to July 1. E.S.B. 9071/66.*
Electricity Corporation of Tripolitania:
(92/66) Copper Reclamation and Re-Drawing. June 6. E.S.B. 17983/66.
(92/66) Diesel Generators. June 27. E.S.B. 17984/66.*

MALAYSIA

National Electricity Board:
(91/66) Cranes. August 10. E.S.B. 17915/66.
(93/66) Water Works Equipment. (Further Information.) Brief description of the works now available. E.S.B. 16517/66.*
(93/66) Water Treatment Plant and Equipment for Public Works Department. June 9. E.S.B. 18281/66.



The engineer makes a final check on this spring end grinder before shipment to America. The machine, made by Bennett Tools Ltd., has sold well overseas with 37 grinders going to the United States. In recent years spring making machinery has been sold to over 50 countries including China, Guatemala, Hong Kong, Japan and Mexico.

MOZAMBIQUE

(93/66) Agricultural Equipment for Cereals Institute of Mozambique. June 14. List of Requirements available. E.S.B. 18023/66.
(93/66) Parks, Workshops and Service Stations for Fortifications and Military Works Department. June 1. E.S.B. 18037/66.

NEW ZEALAND

(93/66) Cable for Christchurch City Council. June 2. E.S.B. 17988/66.*
General Post Office:
(89/66) Cavity Resonators. June 10. E.S.B. 17614/66.*
(90/66) Hessian. June 14. E.S.B. 17920/66.*
(91/66) Pliers. June 14. E.S.B. 17921/66.*
(91/66) Bituminous Tape. June 14. E.S.B. 17955/66.*
(91/66) Drills and Spares. June 15. E.S.B. 17956/66.*
(91/66) Loading Coils. June 10. E.S.B. 17922/66.*
(91/66) Rubber Gloves. June 13. E.S.B. 17925/66.*
(93/66) Clocks. June 16. E.S.B. 18021/66.*
(93/66) Electric Fans. June 15. E.S.B. 18022/66.*
(93/66) Cotton Cloth for Ministry of Works. June 3. E.S.B. 18020/66.*
Municipal Electricity Department, Christchurch:
(92/66) Underground Cable. June 2. E.S.B. 17989/66.*
(92/66) Switchboard Instruments. June 2. E.S.B. 17987/66.*
(92/66) Underground Cable. June 2. E.S.B. 17986/66.*
(92/66) Underground Cable. June 2. E.S.B. 17985/66.*
(91/66) Transformers for New Zealand Electricity Department. July 5. E.S.B. 17919/66.*
(93/66) Crockery for North Canterbury Hospital Board. June 3. E.S.B. 18016/66.*

NIGERIA

Ministry of Defence:
(94/66) Army Hats. June 7. E.S.B. 18076/66.
(94/66) Boots. June 7. E.S.B. 18075/66.

PAKISTAN

(93/66) Pumps and Accessories for Department of Supply. June 4. E.S.B. 18030/66.*

PHILIPPINES

(89/66) Construction of Building for University of the Philippines. May 19. E.S.B. 17094/66.*

PORTUGAL

(93/66) Tubing etc. for Empresa Termo Electrica Portuguesa. June 30. E.S.B. 18017/66.

SINGAPORE

(93/66) Science and Laboratory Equipment for Central Supplies Office. June 22. E.S.B. 18264/66.

SOUTH AFRICA

State Tender Board:
(91/66) Magnetic Hotplate Stirrer. June 8. E.S.B. 17934/66.*
(91/66) Chlorpromazine Hydrochloride. June 6. E.S.B. 17935/66.*
(91/66) Hypodermic Needles and Syringes. June 1. E.S.B. 17936/66.*
(91/66) Spray Irrigation Plants. June 3. E.S.B. 17941/66.*
(92/66) Laboratory Equipment. June 7. E.S.B. 17964/66.*
(92/66) Soil Sampling Machine. June 2. E.S.B. 17971/66.*
(92/66) Filter Apparatus and Filters. June 6. E.S.B. 17965/66.*
(92/66) Drawing Office Equipment. June 9. E.S.B. 17972/66.*
(92/66) Pharmaceuticals. June 7. E.S.B. 17937/66.*
(92/66) Workshop Equipment; Machine Tools, etc. June 1. E.S.B. 17938/66.*
(92/66) Log Chains. June 2. E.S.B. 17940/66.*
(92/66) Air Compressors. June 9. E.S.B. 17963/66.*
(92/66) X-ray Equipment. June 1. E.S.B. 17969/66.*
(93/66) Agricultural Machinery. June 2. E.S.B. 18256/66.*

SPAIN

(93/66) Road Construction for Excmo. Ayuntamiento de Cadiz. July 7. E.S.B. 18255/66.

SUDAN

(92/66) Motor Vehicles for Mechanical Transport Department. June 21. E.S.B. 17982/66.*
Sudan Railways:
(90/66) Marking Out Tables. June 7. E.S.B. 17649/66.*
(90/66) Forges and Anvils. June 6. E.S.B. 17648/66.*
(90/66) Lathe. June 15. E.S.B. 17650/66.*

SYRIAN ARAB REPUBLIC

(92/66) Fire Fighting Vehicle for Ministry of Defence. June 3. E.S.B. 17942/66.*
(91/66) Cranes for Posts and Telecommunications Establishment. June 1. Tender documents (in Arabic) available. E.S.B. 17954/66.*

THAILAND

(93/66) Transformers for Metropolitan Electricity Authority. (Further Information.) Closing date postponed to June 24. E.S.B. 16503/66.*
Provincial Electricity Authority:
(93/66) Transformers. June 1. E.S.B. 18237/66.*
(93/66) Conductor Wire and Tape. June 2. E.S.B. 18258/66.*
(92/66) Valves and Fittings for State Railway of Thailand. June 1. E.S.B. 18262/66.

TURKEY

(94/66) Automatic Data Processing Machines for Ground Forces Command. June 11. E.S.B. 18063/66.*
(93/66) Transformer Equipment for IETT Genel Mudurlugu. June 6. E.S.B. 18041/66.
Konya Municipality:
(90/66) Electric Motors. Closing date not stated. Tender documents (in Turkish) available. E.S.B. 17699/66.*
(90/66) Pumps. Closing date not stated. Tender documents (in Turkish) available. E.S.B. 17696/66.*
(91/66) Lantern-Hand for Naval Forces Command. June 10. E.S.B. 17916/66.*
(94/66) Cableway for State Hydraulic Works. June 6. E.S.B. 18053/66.*

UNITED STATES OF AMERICA

(93/66) Insulators for Bonneville Power Administration. June 1. E.S.B. 17996/66.*
(93/66) Generator for US Corps of Engineers. June 16. E.S.B. 18036/66.*

URUGUAY

(90/66) Construction of Bridge for Ministry of Public Works. June 1. E.S.B. 17647/66.
(89/66) Fishplates for State Railways. June 22. E.S.B. 17604/66.

VIETNAM

(93/66) Trucks for Central Purchasing Authority. June 8. E.S.B. 18042/66.*

ZAMBIA

Central Supply and Tender Board:
(92/66) Typewriters. (Further Information.) E.S.B. 17009/66.*
(93/66) Microfilming Equipment. June 10. E.S.B. 18028/66.*

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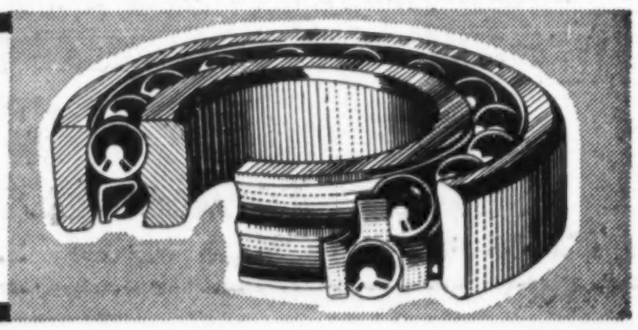

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Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

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Australia

(91/66) Agency inquiry for precision variable resistances. E.S.B. 12320/66.
(92/66) Agency inquiry for office machinery and equipment. E.S.B. 17814/66.
(93/66) Agency inquiry for builders' hardware; chandlery; hand tools. E.S.B. 18363/66.
(93/66) Agency inquiry for imitation jewellery; manicure sets; ornaments; plastic goods. E.S.B. 17778/66.
(90/66) Inquiry for cork and expanded styrene products. E.S.B. 16873/66.
(91/66) Inquiry for knitwear. E.S.B. 17410/66.
(93/66) Inquiry for glassware. E.S.B. 17538/66.

Belgium

(90/66) Agency inquiry for mechanical handling equipment. E.S.B. 17297/66.

Bolivia

(90/66) Inquiry for dust respirators; miners' helmets. E.S.B. 17332/66.
(93/66) Inquiry for paper bags. E.S.B. 17333/66.

Burma

(91/66) Methods of trade. C.R.E.13186/G.

Canada

(90/66) Agency inquiry for electric motors; switchgear. E.S.B. 17345/66.
(91/66) Agency inquiry for antique furniture. E.S.B. 17316/66.
(92/66) Agency inquiry for hand files. E.S.B. 18101/66.
(90/66) Inquiry for caravans. E.S.B. 21984/65.
(91/66) Inquiry for women's knitted clothing. E.S.B. 17346/66.

Cuba

(89/66) Inquiry for chemical manufacturing plant. E.S.B. 16670/66.

Finland

(92/66) Agency inquiry for glassware. E.S.B. 17805/66.
(92/66) Agency inquiry for textile fabrics. E.S.B. 17804/66.

France

(90/66) Agency inquiry for container filling and closing equipment; liquid distribution equipment; siphons and taps. E.S.B. 17298/66.
(90/66) Agency inquiry for dental materials; office equipment and supplies. E.S.B. 17276/66.
(94/66) Agency inquiry for consumer goods; novelties. E.S.B. 17897/66.
(92/66) Inquiry for frozen foods. E.S.B. 17801/66.
(92/66) British Week in Lyons.

Germany, Federal Republic of

(90/66) Agency inquiry for furniture. E.S.B. 17568/66.
(92/66) Inquiry for hand tools. E.S.B. 17330/66.
(93/66) Inquiry for cellulose; paper etxtiles; toys. E.S.B. 18509/66.

Ghana

(90/66) Inquiry for footwear. E.S.B. 17226/66.

Greece

(90/66) Agency inquiry for stainless steel sheets. E.S.B. 17307/66.

Hong Kong

(93/66) Agency inquiry for structural steel. E.S.B. 17348/66.

India

(89/66) Inquiry for cast iron diesel engines; moulds; pumps; valves. E.S.B. 16251/66.
(92/66) Inquiry for turbo couplings and high speed gears. E.S.B. 17405/66.

Iraq

(89/66) Agency inquiry for rice hulling machinery. E.S.B. 8630/66.

Israel

(89/66) Agency inquiry for office machinery; time recorders. E.S.B. 17263/66.
(89/66) Agency inquiry for scientific and medical equipment; wallpaper. E.S.B. 17261/66.
(90/66) Agency inquiry for aluminium foil. E.S.B. 42135/66.
(90/66) Agency inquiry for bathroom scales; steam irons; tape recorders. E.S.B. 17198/66.
(90/66) Agency inquiry for ceramics and glassware; 'do-it-yourself' equipment; furniture and fittings; kilns; looms; ornaments. E.S.B. 17273/66.
(90/6) Agency inquiry for cream powders. E.S.B. 17244/66.
(90/66) Agency inquiry for electrical appliances; radio and electronic parts and equipment. E.S.B. 17274/66.
(90/66) Agency inquiry for electrical appliances. E.S.B. 17275/66.
(90/66) Agency inquiry for films; photographic paper. E.S.B. 17245/66.
(90/66) Agency inquiry for hydraulic equipment. E.S.B. 17292/66.
(92/66) Agency inquiry for machine tools; mosaic making machinery; vices. E.S.B. 8804/66.
(94/66) Agency inquiry for chemical and textile machinery. E.S.B. 17892/66.
(89/66) Inquiry for electric motors. E.S.B. 17282/66.
(90/66) Inquiry for engine valves. E.S.B. 17160/66.
(90/66) Manufacture under licence – cigarettes. E.S.B. 17158/66.
(93/66) Manufacture under licence – perfumes; toilet goods. E.S.B. 45812/65.
(93/66) Inquiry for pressure gauges; regulators; thermometers. E.S.B. 17846/66.
(94/66) Inquiry for bakery machinery. E.S.B. 17889/66.

Italy

(92/66) British Week in Florence – inquiry for foodstuffs; household requisites. E.S.B. 17360/66.
(92/66) British Week in Florence – inquiry for household linen and fabrics. E.S.B. 17834/66.
(93/66) Inquiry for argon jet light source apparatus. E.S.B. 17485/66.

Jamaica

(89/66) Agency inquiry for cast iron pipes. E.S B. 17155/66.
(92/66) Agency inquiry for confectionery; fish; olive oil. E.S.B. 17574/66.
(92/66) Agency inquiry for dress linen. E.S.B. 17530/66.
(92/66) Inquiry for dehydrated vegetables. E.S.B. 17588/66.

Japan

(93/66) Agency inquiry for air and water pollution equipment; automatic control equipment; medical electronics. E.S.B. 8381/66.
(93/66) Inquiry for automatic control equipment; electronic and vacuum tubes; diffraction gratings; medical and optical apparatus. E.S.B. 15271/66.

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Jordan

(90/66) Inquiry for gold detector instrument. E.S.B. 17365/66.

Libya

(90/66) Inquiry for gift articles. E.S.B. 17102/66.

Mauritius

(89/66) Inquiry for metal window manufacturing plant; silencer and chain making machinery. E.S.B. 15088/66.

Mexico

(92/66) Inquiry for micrometers; magnetic chucks; steel. E.S.B. 16190/66.

Netherlands

(92/66) Agency inquiry for bath soap; cosmetics. E.S.B. 17502/66.

New Zealand

(89/66) Agency inquiry for fabrics for women's outerwear. E.S.B. 11425/66.
(90/66) Agency inquiry for aluminium caravan windows; rivets. E.S.B. 17343/66.

Norway/USSR

(93/66) Trade Agreement. C.R.E. 9034/2/G.

Pakistan

(89/66) Inquiry for fare meters. E.S.B. 17301/66.
(91/66) Inquiry for screw making machinery and plant. E.S.B. 17396/66.

Portugal

(92/66) Manufacture under licence – cosmetics. E.S.B. 11403/66.

Saudi Arabia

(91/66) Inquiry for cranes. E.S.B. 17480/66.

Sierra Leone

(94/66) Inquiry for bottles; clothing; footwear; frozen vegetables; furnishing fabrics; piece-goods; suitings. E.S.B. 15080/66.

South Africa

(93/66) Agency inquiry for curtain materials. E.S.B. 17818/66.
(90/66) Inquiry for decorating materials; door furniture; engraving prints; wall coverings. E.S.B. 17467/66.
(91/66) Manufacture under licence – ceiling tiles. E.S.B. 17456/66.

Spain

(91/66) Agency inquiry for foodstuffs. E.S.B. 7296/66.

Sudan

(90/66) Inquiry for general merchandise. E.S.B. 17142/66.

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(92/66) Inquiry for suitcase fittings. E.S.B. 17167/66.

Sweden

(90/66) Agency inquiry for bingo calling apparatus. E.S.B. 17119/66.

Switzerland

(90/66) Agency inquiry for confectionery; foodstuffs; vitamin formulae and tablets. E.S.B. 17243/66.
(90/66) Agency inquiry for reproduction furniture. E.S.B. 17299/66.
(91/66) Agency inquiry for exhaust pipes and mufflers. E.S.B. 17338/66.
(92/66) Agency inquiry for industrial products; industrial machinery and raw materials. E.S.B. 17802/66.
(90/66) Inquiry for carpets; felt; flooring. E.S.B. 17285/66.
(90/66) Inquiry for paving machines; spraying apparatus. E.S.B. 17294/66.
(92/66) Inquiry for incinerators. E.S.B. 18126/66.
(92/66) Inquiry for knitwear. E.S.B. 9511/65.

Turkey

(91/66) Inquiry for hospital equipment. E.S.B. 17230/66.

Uganda

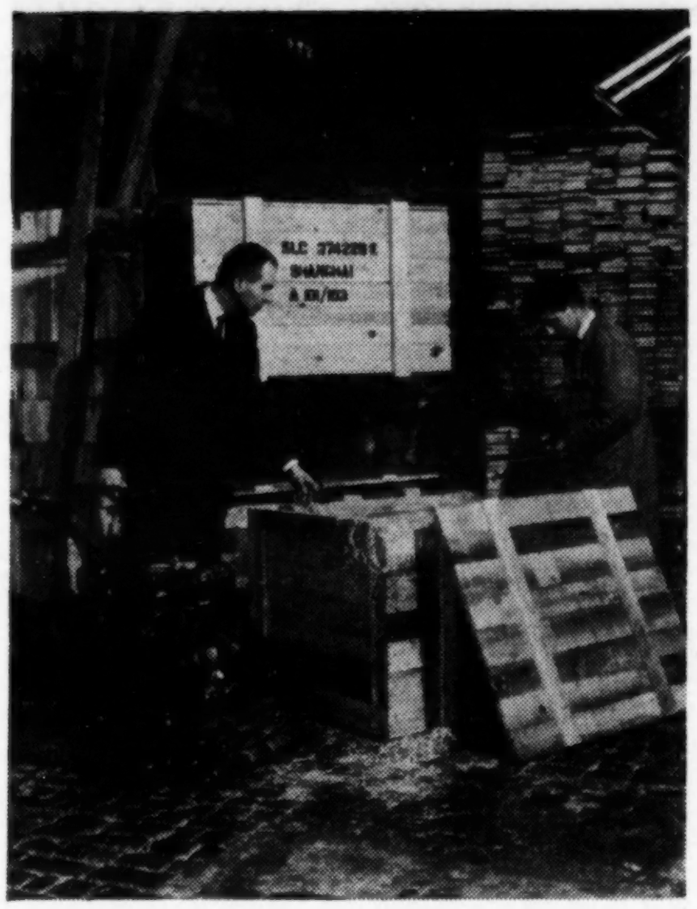
(92/66) Inquiry for food processing machinery; wrapping paper. E.S.B. 14874/66.

United States of America

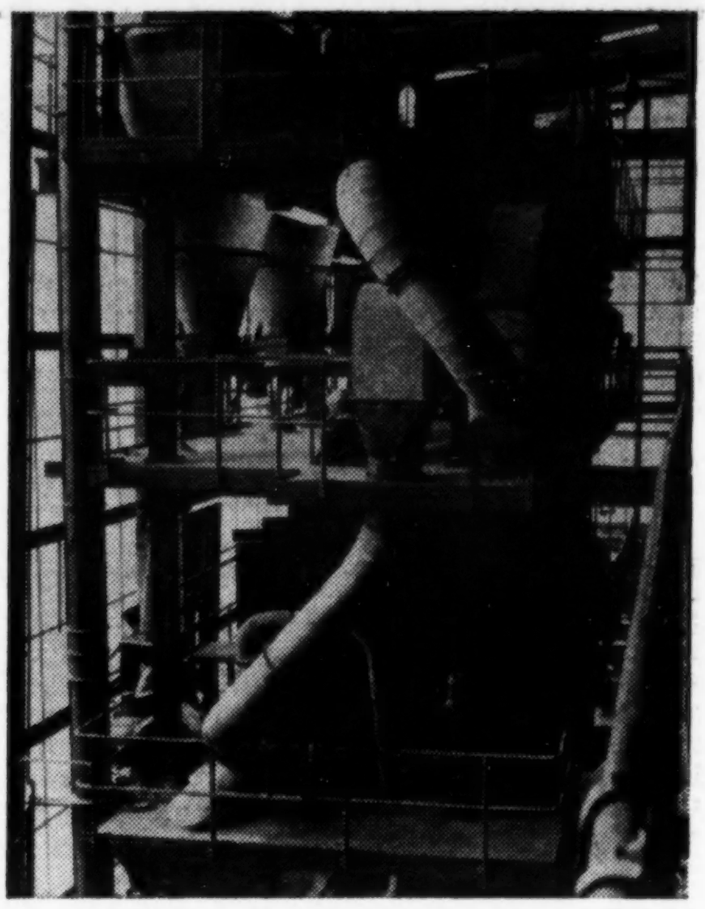
(92/66) Agency inquiry for linoleum. E.S.B. 17900/66.
(89/66) Inquiry for measuring tapes and rules. E.S.B. 16845/66.
(89/66) Manufacture under licence – nursery and floral products. E.S.B. 16761/66.
(90/66) Inquiry for vehicle parts and accessories. E.S.B. 17443/66.
(90/66) Manufacture under licence – industrial processing; materials handling and mining equipment; paper mill construction; water and sewage treatment plant. E.S.B. 17493/66.
(91/66) Manufacture under licence in Britain – food containers. E.S.B. 17432/66.
(91/66) Inquiry for cotton fabrics. E.S.B. 17465/66.
(92/66) Inquiry for hoist machine. E.S.B. 17250/66.
(93/66) Inquiry for processing machinery controls and instruments. E.S.B. 10272/65.
(93/66) Inquiry in respect of street lighting fixtures. E.S.B. 17757/66.

Vietnam

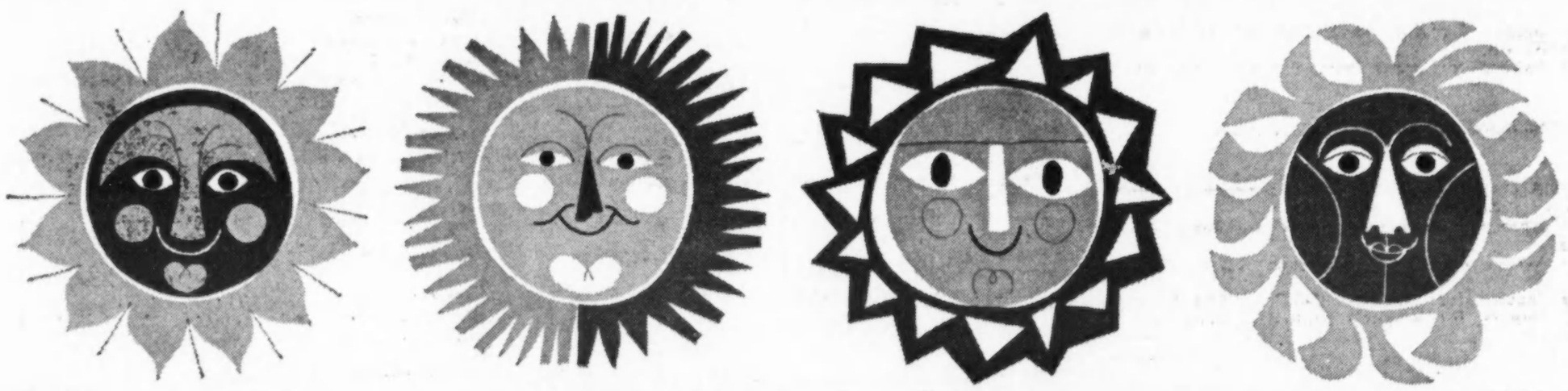
(92/66) Inquiry for confectionery; grocery products. E.S.B. 15712/66.



Mr. John Waghorn (left), newly appointed export manager for Atco, approving the packing of the first of a small consignment of mowers for shipment to China. The machines are from the company's professional range of motor mowers. The manufacturers, Charles H. Pugh of Birmingham, obtained this order from the China National Machinery Import and Export Corporation of Canton, the official purchasing house for Communist China. Atco is a member of the Qualcast Group.



The Engineering Division of Berk Limited has completed its second dryer installation at the Pernis, Rotterdam, plant of Shell Nederland Chemie N.V. This installation comprises a 15 inch section ring dryer, complete with disintegrator for particle size reduction and control, and is designed to dry solid organic products to 1 per cent moisture content at the rate of 1,000 lbs. per hour. The dryer consumes 1,900 lbs. of steam per hour at 10 atmospheres.



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Tariff, Customs and Import Regulations in overseas countries

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

BRAZIL

Elimination of guarantee deposit

HM EMBASSY at Rio de Janeiro report that the Brazilian National Monetary Council has decided to authorize the Central Bank to waive its requirement of a guarantee deposit of 25 per cent of the bank's sales of foreign exchange for future delivery.

VENEZUELA

Import licensing restrictions on ancillary electrical equipment

HM EMBASSY in Caracas report that by resolution No. 1873 issued by the Ministries of Finance and Development on May 3, 1966, and effective from the same date, import licensing restrictions have been imposed on ancillary electrical equipment.

Tariff No.	Description	Duty in Bolivars
721-19-07-3	Electrical plugs, outlets, switch fixtures, Light sockets and switches	0.45

COLOMBIA

Prior deposits on imports

THE BRITISH EMBASSY at Bogota has reported that the Colombian Monetary Board's Resolution No. 18 of April 20 modifies the rate of prior deposits on the following Customs items:

Customs Item No.	Rate of Deposit
71.14. B.I.	30%
84.38. B.III.a.	30%
84.38. B.III.b.I.	30%
84.38. B.III.b.2	30%
84.65. B.I.	30%
84.65. B.II	30%
85.08. C.I.	30%
85.08. C.II.	30%
87.06. B.II.a.5.bb.	30%
87.06. B.II.a.5.cc.	30%
71.14. B.II.	120%
29.01. E.V.-Styrene	30%

Amendments to customs tariff

THE BRITISH EMBASSY at Bogota has reported the issue of a formal Decree introducing certain changes to the Colombian Tariff as follows:

Tariff heading	Description	Duty Old	Duty New
13.03	Vegetable saps and extracts; pectin; agar agar and other natural mucilages and thickeners extracted from vegetable materials:		
A	Vegetable saps and extracts:		
IV	Extract of hops	20%	30%
17.03	Molasses, whether or not decolourized	50%	25%
23.04	Oil-cake and other residues (except dregs) resulting from the extraction of vegetable oils	20%	30%
27.13	Paraffin wax, micro-crystalline wax, slack wax, ozokerite lignite wax, peat wax and other mineral waxes, whether or not coloured:		
A	Paraffin wax	20%	30%
28.17	Sodium hydroxide (caustic soda); potassium hydroxide (caustic potash); peroxides of sodium or potassium:		
A	Sodium hydroxide (caustic soda)	20-40%	25%
B	Other:		
I	Potassium hydroxide (caustic potash)	20%	25%
II	Sodium peroxide	20%	25%
III	Potassium peroxide	20%	25%
28.18	Oxides, hydroxides and peroxides, of strontium, barium or magnesium:		
C	Of magnesium:		
I	Oxide (magnesia) and magnesium hydroxide	20%	25%
28.19	Zinc oxide and zinc peroxide:		
A	Zinc oxide (zinc white)	20%	25%
B	Zinc peroxide	20%	25%
28.20	Aluminium oxide and hydroxide; artificial corundum:		
A	Aluminium oxide and hydroxide	20%	25%
28.21	Chromium oxides and hydroxides:		
A	Oxides:		
I	Chromium sesquioxide (chromium III oxide)	20%	25%
II	Chromium trioxide CrO_3 (chrome anhydride)	20%	25%
28.22	Manganese oxides	20%	25%
28.25	Titanium oxides:		
A	Titanium dioxide (titanic anhydride)	20%	25%
B	Other	20%	25%
28.30	Chlorides and oxychlorides:		
A	Chlorides:		
I	Ammonium chloride	20%	25%
II	Calcium chloride	20%	25%
III	Barium chloride	20%	25%
IV	Magnesium chloride	20%	25%
V	Aluminium chloride	20%	25%
VI	Zinc chloride, zinc ammonium chloride	20%	25%
VII	Tin chloride, ammonium tin chloride	20%	25%
VIII	Mercury chlorides	20%	25%
IX	Caesium chloride	20%	25%
X	Other chlorides	20%	25%
B	Oxychlorides:		
II	Other oxychlorides	20%	25%
28.36	Dithionites, including those stabilized with organic substances, sulphoxylates:		
A	Dithionites:		
I	Of sodium	20%	25%
II	Of zinc	20%	25%
III	Other	20%	25%
B	Sulphoxylates:		
I	Of sodium	20%	25%
II	Of zinc	20%	25%
III	Other	20%	25%
28.37	Sulphites and thiosulphates:		
A	Sulphites:		
I	Of ammonium	20%	25%
II	Of sodium	20%	25%
III	Of potassium	20%	25%
IV	Of calcium	20%	25%
V	Other	20%	25%
B	Thiosulphates:		
I	Of ammonium	20%	25%
II	Of sodium	20%	25%
III	Of potassium	20%	25%
IV	Of calcium	20%	25%
V	Other	20%	25%
28.39	Nitrites and nitrates:		
A	Nitrites:		
I	Of sodium, potassium and of barium	20%	25%
II	Other	20%	25%
B	Nitrates:		
I	Of sodium, containing by weight more than 16% of nitrogen	20%	25%
II	Of potassium	20%	25%
III	Of calcium, containing by weight more than 16% of nitrogen	20%	25%
IV	Of mercury	20%	25%
V	Of lead	20%	25%
VI	Of bismuth	20%	25%
VII	Other	20%	25%
28.40	Phosphites, hypophosphites and phosphates:		
A	Phosphites:		
I	Of sodium	20%	25%
II	Other	20%	25%
B	Hypophosphites:		
I	Of sodium	20%	25%
II	Of calcium	20%	25%
III	Other	20%	25%
C	Phosphates:		
I	Of ammonium, containing in the dry state less than 6 mg. of arsenic per kg.	20%	25%
II	Of sodium:		
a	Sodium dihydrogen orthophosphate	20%	25%

Tariff Heading	Description	Duty Old	Duty New
b	Disodium hydrogen orthophosphate	20%	25%
c	Tetrasodium pyrophosphate (neutral)	20%	25%
d	Sodium acid pyrophosphate	20%	25%
e	Other	20%	25%
III	Calcium phosphates:		
a	Calcium hydrogen orthophosphate, containing in the dry state less than 0·2% of fluorine	20%	25%
b	Other	20%	25%
IV	Other	20%	25%
28.43	Cyanides and complex cyanides:		
A	Cyanides:		
I	Of sodium, of potassium and of calcium	20%	25%
II	Of mercury	20%	25%
III	Other	20%	25%
28.45	Silicates; commercial sodium and potassium silicates:		
C	Of precipitated calcium	20%	25%
D	Of manganese	20%	25%
E	Of lead	20%	25%
F	Of magnesium	20%	25%
G	Of aluminium	20%	25%
H	Other	20%	25%
28.47	Salts of metallic acids (for example, chromates, permanganates, stannates):		
A	Aluminates	20%	30%
B	Chromates and bichromates:		
I	Of sodium and of potassium	20%	25%
II	Of barium, zinc, iron, manganese, lead and of strontium	20%	25%
III	Other	20%	25%
C	Manganates and permanganates	20%	25%
D	Other	20%	25%
29.01	Hydrocarbons:		
E	Aromatic hydrocarbons:		
V	Styrene	20%	25%
VII	Other	30%	40%
29.02	Halogenated derivatives of hydrocarbons:		
A	Halogenated derivatives of saturated acyclic hydrocarbons:		
II	Bromomethane	20%	25%
VI	Carbon tetrachloride	20%	25%
VII	Other	20%	25%
B	Halogenated derivatives of unsaturated acyclic hydrocarbons:		
I	Vinyl chloride (chloroethylene)	20%	25%
29.11	Aldehydes, aldehyde-alcohols, aldehyde-ethers, aldehyde-phenols and other single or complex oxygen-function aldehydes:		
A	Acyclic aldehydes:		
I	Methanal (formaldehyde)	20%	30%
29.13	Ketones, ketone-alcohols, ketone-phenols, ketone-aldehydes, quinones, quinone-alcohols, quinone-phenols, quinone-aldehydes and other single or complex oxygen-function ketones and quinones, and their halogenated, sulphonated, nitrated or nitrosated derivatives:		
A	Acyclic ketones:		
I	Acetone (propanone)	20%	25%
29.14	Monoacids and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives:		
A	Saturated acyclic monoacids:		
I	Formic acid, its salts and esters:		
a	Formic acid	20%	25%
b	Salts of formic acid:		
1	Formates of sodium, calcium, aluminium and of nickel	20%	25%
2	Other	20%	25%
c	Esters of formic acid:		
2	Other	20%	25%
II	Acetic acid, its salts and esters:		
b	Salts of acetic acid:		
1	Sodium acetate	20%	25%
2	Calcium acetate	20%	25%
3	Cobalt acetate	20%	25%
4	Copper acetate	20%	25%
5	Lead acetate	20%	25%
6	Lithium and potassium acetates	20%	25%
7	Chromium, aluminium and iron acetates	20%	25%
8	Other	20%	25%
c	Esters of acetic acid:		
2	Vinyl acetate monomer	20%	25%
B	Unsaturated acyclic monoacids:		
I	Acrylic acid and methacrylic acid (monomer), their salts and esters	20%	25%
C	Aromatic saturated monoacids:		
II	Other saturated aromatic acids, their salts and esters	20%	25%
D	Aromatic unsaturated monoacids:		
I	Cinnamic acid, its salts and esters:		
a	Cinnamic acid	20%	25%
b	Salts of cinnamic acid	20%	25%
c	Esters of cinnamic acid:		
2	Other	20%	25%
II	Other	20%	25%
29.15	Polyacids and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated, sulphonated, nitrated or nitrosated derivatives:		
C	Aromatic polyacids:		
I	Phthalic acids, their salts and esters:		
c	Ester of phthalic acids	35%	40%
29.16	Alcohol-acids, aldehyde-acids, ketone-acids, phenol-acids and other single or complex oxygen-function acids, and their anhydrides, acid halides, acid peroxides and peracids and their halogenated, sulphonated, nitrated or nitrosated derivatives:		
A	Alcohol-acids:		
I	Lactic acid, its salts and esters:		
a	Lactic acid	20%	25%

Tariff heading	Description	Duty Old	Duty New
b	Salts of lactic acid	20%	25%
c	Esters of lactic acid	20%	25%
II	Tartaric acid, its salts and esters:		
a	Tartaric acid	20%	25%
b	Salts of tartaric acid:		
1	Tartrates of sodium, potassium and calcium	20%	25%
2	Refined potassium hydrogen tartrate (cream of tartar)	20%	25%
3	Antimony potassium tartrate (emetic)	20%	25%
4	Sodium potassium tartrate (sel de Seignette) and iron potassium tartrate	20%	25%
5	Other	20%	25%
c	Esters of tartaric acid	20%	25%
B	Phenol-acids:		
I	Salicyclic acid, its salts and esters:		
a	Salicylic acid	20%	25%
b	Salts of salicylic acid:		
1	Sodium salicylate and bismuth salicylate	20%	25%
2	Other	20%	25%
c	Esters of salicylic acid:		
1	Methyl salicylate and phenyl salicylate	20%	25%
3	Other	20%	25%
II	Gallic acid, its salts and esters:		
a	Gallic acid	20%	25%
b	Salts of gallic acid:		
1	Bismuth gallate and methyl gallate	20%	25%
2	Other	20%	25%
c	Esters of gallic acid	20%	25%
III	Other:		
d	Other	20%	25%
C	Aldehyde acids, ketone acids, and other single or complex oxygen function acids:		
I	Acetysalicylic acid, its salts and esters:		
b	Salts and esters	20%	25%
II	Other	20%	25%
29.22	Amine-function compounds:		
B	Acrylic polyamines:		
I	Hexamethylenediamine	20%	25%
29.23	Single or complex oxygen-function amino-compounds:		
D	Amino-acids	20%	25%
29.35	Heterocyclic compounds; nucleic acids:		
A	Carbazole and its derivatives	25%	25%
B	Pyridine and its derivatives	20%	20%
C	Quinoline and its derivatives	20%	20%
D	Acridine and its derivatives	20%	20%
E	Piperazine (diethylenediamine) and its derivatives	20%	20%
F	Nucleic acids and their salts	20%	20%
G	Lactones and lactams:		
I	Lactones:		
a	Coumarin	40%	40%
b	Other	20%	20%
II	Lactams:		
a	Caprolactam	25%	25%
b	Other	20%	20%
H	Other heterocyclic compounds:		
I	Furfural	20%	20%
II	Coumarone	20%	20%
III	Melamine	20%	20%
IV	Indone	40%	40%
V	Thiodiphenylamine (phenothiazine)	20%	20%
VI	Rotenone	20%	20%
VII	Other	20%	20%
29.37	Sultones and sultams	20%	25%
29.40	Enzymes:		
C	Rennet	25%	30%
30.03	Medicaments (including veterinary medicaments):		
A	Not put up in measured doses nor put up for retail sale:		
II	Antibiotic mixtures containing hormones, vaccines or sulphonamides, in a solid state	5%	25%
B	Put up in measured doses or put up for retail sale:		
II	Antibiotics and medicaments with a basis of antibiotics:		
a	For parenteral administration:		
1	Penicillin, streptomycin and mixtures thereof	20%	25%
2	Chloromycetin, oxytetracycline and mixtures thereof	20%	25%
3	Other	20%	25%
30.05	Other pharmaceutical goods:		
A	Sterile surgical catgut and similar sterile suture materials	25%	40%
D	Opacifying preparations for X-ray examinations and diagnostic reagents designed to be administered to the patient	20%	25%
E	Dental cements and fillings	25%	30%
32.07	Other colouring matter; inorganic products of a kind used as luminophores:		
A	Inorganic products of a kind used as luminophores	20%	25%
33.01	Essential oils (terpeneless or not); concretes and absolutes; resinoids:		
A	Camphor, cajeput, copaiba, cubeb, wintergreen, cherry-laurel, camomile, mustard, niaoule, rue, savin and valerian	20%	20%
37.02	Film in rolls, sensitized, unexposed, perforated or not:		
A	For cinematography:		
I	35 mm. and 16 mm., with track for recording sound	10%	10%

(*Continued on next page*)

COLOMBIA, *continued*

Tariff Heading	Description	Duty Old	Duty New
37.08	Chemical products and flash light materials, of a kind and in a form suitable for use in photography	35%	40%
38.09	Wood tar; wood tar oils (other than the composite solvents and thinners falling within heading No. 38.18); wood creosote; wood naphtha; acetone oil:		
D	Wood naphtha	20%	25%
E	Acetone oil	20%	25%
38.13	Pickling preparations for metal surfaces; fluxes and other auxiliary preparations for soldering, brazing or welding; soldering, brazing or welding powders and pastes consisting of metal and other materials; preparations of a kind used as cores or coatings for welding rods and electrodes:		
D	Preparations of a kind used as cores or coatings for welding rods and electrodes	25%	30%
38.14	Anti-knock preparations, oxidation inhibitors, gum inhibitors, viscosity improvers, anti-corrosive preparations and similar prepared additives for mineral oils:		
A	Anti-detonant additives for fuel oils	35%	40%
B	Other	35%	5%
38.19	Chemical products and preparations of the chemical or allied industries (including those consisting of mixtures of natural products), not elsewhere specified or included; residual products of the chemical or allied industries, not elsewhere specified or included:		
E	Liquids for hydraulic transmission	10%	30%
G	Fusible ceramic firing testers (Seger cones, etc.)	20%	30%
H	Composite diagnostic reagents and other composite laboratory reagents	20%	25%
IJ	Residual lyes from the manufacture of wood pulp by the alkali or sulphate processes	20%	25%
M	Other	40%	80%
39.02	Polymerization and copolymerization products (for example, polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):		
A	Pure, in liquid or paste form or in the form of granules, flakes, lumps, powders, blocks or similar bulk forms:		
I	Polyethylene	25%	30%
II	Polystyrene	25%	35%
IV	Polyacrylic and polymethacrylic derivatives	25%	30%
V	Coumarone-indene resins	25%	30%
VI	Other	25%	30%
39.03	Regenerated cellulose; cellulose nitrate, cellulose-acetate and other cellulose esters, cellulose ethers and other chemical derivatives of cellulose, plasticized or not (for example, collodions, celluloid); vulcanized fibre:		
B	Other:		
I	In liquid or paste form or in the form of granules, flakes, lumps, blocks or similar bulk forms:		
a	Regenerated cellulose:		
1	Without the addition of plasticizers, fillers, colouring matter or other products with the exception of stabilizers	20%	30%
39.05	Natural resins modified by fusion (run gums), artificial resins obtained by esterification of natural resins or of resinic acids (ester gums); chemical derivatives of natural rubber (for example, chlorinated rubber, rubber hydrochloride, oxidized rubber, cyclized rubber):		
A	Run gums and ester gums:		
I	Pure, without the addition of other substances and not processed	25%	30%
B	Chemical derivatives of natural rubber:		
I	Pure, in liquid or paste form or in the form of granules, flakes, lumps, powders, blocks or similar bulk forms	25%	30%
40.14	Other articles of unhardened vulcanized rubber:		
B	Flexible containers for the transport of liquids	20%	30%
41.01	Raw hides and skins (fresh, salted, dried, pickled or limed), whether or not split, including sheepskins in the wool:		
A	Of bovine and equines:		
I	Of calves	20%	30%
42.06	Articles made from gut (other than silk-worm gut), from gold-beater's skins, from bladders or from tendons:		
A	Catgut, other than sterile surgical catgut	40%	25%
B	Other:		
I	Sausage casings	40%	60%
44.09	Hoopwood; split poles; piles, pickets and stakes of wood, pointed but not sawn lengthwise; chipwood; wood chips of a kind suitable for use in the manufacture of vinegar or for the clarification of liquids:		
A	Slats of wood for the manufacture of pencils	20%	25%
47.02	Waste paper and paper board; scrap articles of paper or of paperboard, fit only for use in papermaking	10%	25%
50.08	Silk-worm gut; imitation catgut of silk:		
A	Imitation catgut	20%	25%
51.02	Monofil, strip (artificial straw and the like) and imitation catgut, of man-made fibre materials:		
C	Imitation catgut	20%	25%
53.03	Waste of sheep's or lambs' wool or of other animal hair (fine or coarse), not pulled or garnetted:		
A	Of wool or fine animal hair	25%	30%
B	Of coarse animal hair	25%	30%
53.04	Waste of sheep's or lambs' wool or of other animal hair (fine or coarse), pulled or garnetted (including pulled or garnetted rags)	25%	30%
54.01	Flax, raw or processed but not spun; flax, tow and waste (including pulled or garnetted rags):		
A	Raw (in the straw, whether or not retted), cottonized, scutched or hackled (combed)	20%	25%
55.01	Cotton, not carded or combed:		
B	Short fibre	20%	25%
55.02	Cotton linters	20%	30%
55.03	Cotton waste (including pulled or garnetted rags), not carded or combed	20%	30%
55.04	Cotton, carded or combed	25%	30%
56.01	Man-made fibres (discontinuous), not carded, or otherwise prepared for spinning:		
A	Of synthetic fibres:		
I	Of polyamides	30%	35%
II	Of polyesters	30%	35%
III	Acrylic	30%	35%
IV	Other	30%	35%
B	Of artificial fibres:		
I	Of viscose	30%	35%
II	Of cellulose acetate	30%	35%
III	Of casein	30%	35%
IV	Alginic	30%	35%
V	Other	30%	35%
62.05	Other made-up textile articles (including dress patterns):		
A	Life belts	30%	50%
68.04	Millstones, grindstones, grinding wheels and the like (including grinding, sharpening, polishing, trueing and cutting wheels, heads, discs and points), of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives, or of pottery, with or without cores, shanks, sockets, axles and the like of other materials, but not mounted on frameworks; segments and other finished parts of such stones and wheels, of natural stone (agglomerated or not), of agglomerated natural or artificial abrasives or of pottery:		
C	Sharpening and polishing stones, of natural or artificial abrasives	30%	50%
68.13	Fabricated asbestos and articles thereof (for example, asbestos board, thread and fabric; asbestos clothing, asbestos jointing), reinforced or not, other than goods falling within heading No. 68.14; mixtures with a basis of asbestos and mixtures with a basis of asbestos and magnesium carbonate, and articles of such mixtures:		
A	Fibres, carded, dyed or otherwise worked	20%	25%
69.01	Heat-insulating bricks, blocks, tiles and other heat-insulating goods of infusorial earths, of kieselguhr, of siliceous fossil meal or of similar siliceous earths	20%	30%
70.01	Waste glass (cullet); glass in the mass (excluding optical glass):		
A	Waste glass (cullet):		
I	Crushed glass	15%	30%
II	Other	15%	30%
B	Glass in the mass (excluding optical glass)	15%	30%
70.02	Glass of the variety known as 'enamel' glass, in the mass, rods and tubes	15%	30%
70.05	Unworked drawn or blown glass (including flashed glass), in rectangles:		
A	Athermic glass:		
I	Up to 6 mm. thick, inclusive	50%	50%
II	Over 6 mm. thick	50%	50%
B	Other:		
I	Up to 6 mm. thick, inclusive	50%	50%
II	Over 6 mm. thick	50%	50%
70.11	Glass envelopes (including bulbs and tubes) for electric lamps, electronic valves and the like:		
B	For electronic valves and the like	20%	25%

Further amendments to custom tariffs will be published next week.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

Putting the final touches to the main rectification column of a 182 short ton-a-day oxygen making plant for the Argentine. Its destination is Buitrago, about 200 miles up the Parana River from Buenos Aires, where it will be off loaded and finally erected at the SOMISA steelworks at St. Nicholas near Rosario.

ARGENTINA

Imports of books

HM EMBASSY at Buenos Aires report that Argentine Central Bank Circular R.C. No. 287 of April 13, permits the remittance of foreign exchange in respect of imports of scientific or technical books by post of up to 100 dollars by public libraries and similar organizations, and up to 50 dollars by private individuals in any period of four months.

Import of malt whisky

HM EMBASSY at Buenos Aires report that under the terms of Argentine Government Decree No. 2202 of March 30, the definition of malt whisky which may be imported into Argentina in casks for use as raw material for the manufacture of local whisky (see the *Board of Trade Journal* of May 7, 1965, page 1045) has been amended as follows:

Tariff No.	Item
22 09 00 01	'Malt whisky' in barrels of over 50° centecimals, with a minimum content by litre of 1·5 grammes of higher alcohols and 0·02 grammes of furfurol calculated in relation to absolute alcohol; solely as raw material for the manufacture of alcoholic beverages in which national ethylic alcohol shall intervene in a proportion of no less than 50 per cent as measured in absolute alcohol in the finished product.

Modifications to the list of prohibited imports

HM EMBASSY at Buenos Aires report that under the terms of Ministry of Economy Resolutions Nos. 7 and 42 of January 18 and February 25, the following alterations have been made to the list of prohibited imports included in Decree No. 10682/65 (see the *Board of Trade Journal* of January 21, page 154):

Tariff No.	Item
59-11-00-00	Rubberized textile fabrics other than knitted. The above item is hereby removed from the list attached to Decree No. 10682/65 (Prohibited list of imports).
59-11-00-00	Rubberized textile fabrics other than knitted, excluding those of cotton, rubberized, destined exclusively for the making of under water life saving equipment. The above item is hereby included in the list attached to Decree No. 10682/65.
97-06-00-99	Other. The above item is hereby removed from the list attached to Decree No. 10682/65.
97-06-00-99	Other excluding vault poles, javelins, discus and throwing hammers. The above item is hereby included in the list attached to Decree No. 10682/65.

GUATEMALA

Transport of goods

IT WAS REPORTED in the *Board of Trade Journal* of May 6, 1966, that Decree Law No. 444 imposed certain restrictions on transport operations. HM Consulate in Guatemala City has informed us that this Decree has now been amended by Decree Law No. 468, effective from May 4. The main changes are as follows:

> Article 3 of Decree 444 has been repealed; the carriage of goods covered by Article 4 must now be effected in all cases by Guatemalan state transport undertakings; mention under Article 6 of persons or companies using their own vehicles for their imports or exports is deleted; fuels, lubricants and other products derived from petroleum which are transported in bulk are excluded from the provisions of Articles 1 and 4 until such time as Guatemala's transport and port undertakings have the vehicles, equipment and installations necessary for this purpose.

The provisions of Decrees 444 and 468 will not be applied to merchandise shipped or the carriage of which was contracted before these Decrees became operative, provided documentary evidence to this effect can be produced.

Decrees 444 and 468 are available for inspection at Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, E.C.4 (Tel. City 5757, Ext. 476).

CUBA

Foreign Trade Arbitration Court

HM EMBASSY in Havana reports the establishment of the 'Foreign Trade Arbitration Court', a body which is an adjunct to the Chamber of Commerce of the Republic of Cuba (itself a subsidiary body of the Ministry for Foreign Trade). The new court has been set up to resolve any controversies which may arise in the course of international trade, and until such time as a Maritime Transport Court is set up it will also take notice of controversies arising from international marine transport. The Foreign Trade Arbitration Court will comprise 15 members who are mainly lawyers, accountants and bankers.

Inquiries relating to this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1, Victoria Street, London, S.W.1. (Tel.: Abbey 7877, Ext. 2290), quoting reference CRE 3900/G.

CANADA

Food products in metal containers

NOTICE WAS GIVEN in the *Board of Trade Journal* dated December 12, 1965, of a proposed amendment to the Canadian processed fruit and vegetable regulations affecting the declaration of contents in certain sizes of metal containers. The changes have now been made by Order in Council PC 1966-599, and are given in full below:

Can Size	Present net Contents Declaration	Net Contents Declaration required by Jan. 1, 1967
211 × 200	5 Fluid Ounces	4½ Fluid Ounces
202 × 308	6 Fluid Ounces	5½ Fluid Ounces
307 × 309	15 Fluid Ounces	14 Fluid Ounces
300 × 407	15 Fluid Ounces	14 Fluid Ounces
307 × 409	20 Fluid Ounces	19 Fluid Ounces
404 × 307	23 Fluid Ounces	22 Fluid Ounces
603 × 700	105 Fluid Ounces	100 Fluid Ounces
Vacuum Pack Corn Only:		
211 × 304	8 Fluid Ounces	7 Fluid Ounces
307 × 306	14 Fluid Ounces	12 Fluid Ounces
603 × 600	90 Fluid Ounces	75 Fluid Ounces

The sizes of cans are expressed in the manner used in the industry e.g. 211 means 2 11/16 ins.

The above changes will become fully effective on January 1, 1967. The Food and Drug Directorate of the Canadian Department of National Health and Welfare has issued a Trade Information Letter drawing attention to the fact that there are a number of foods on the market in containers of the above sizes which are not subject to the process fruit and vegetable regulations, but fall within the authority of the Foods and Drugs Act and Regulations. Since the Food and Drugs Act and Regulations require that a correct statement of net contents appear on all food labels, any products which do not carry a correct declaration of net contents will be considered in violation of this legislation. Manufacturers are advised to take the necessary action to ensure that all products leaving their premises after January 1, 1967, conform to the above requirements.

JAMAICA

Import licence allocations for preserved (excluding frozen) vegetables

THE JAMAICAN Trade Administrator is prepared to issue licences for the import from permitted sources of quantities, not exceeding 50 per cent of 1964 imports, of the following types of canned vegetables for arrival not later than August 31, 1966:

(i) Pork and beans
(ii) Green peas
(iii) Sweet corn
(iv) Butter beans

Licences will be issued freely in respect of imports from permitted sources of the following:

(i) Mushrooms
(ii) Bamboo shoots
(iii) Asparagus
(iv) Water chestnuts
(v) Brussels sprouts
(vi) Leeks
(vii) Cocktail onions, canned or bottled
(viii) Chinese vegetables
(ix) Olives, canned or bottled

Import licensing arrangements

The List of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by the deletion of item 58 and the substitution of the following:

58 Cotton sisal and coir pads or padding or wadding.

Inquiries about the first Notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273), quoting reference CRE 1435/5/G, and about the second to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

Industrial Incentives Law, 1956

THE FOLLOWING product has been declared an 'approved product' for the purposes of the Jamaican Industrial Incentives Law.

Chewing gum, including bubble gum.

A notice that consideration was being given to designate this product appeared in the *Board of Trade Journal* dated February 25, 1966 page 482.

Application for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4, Winchester Road, Kingston 10, Jamaica, (P.O. Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, P.O. Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19, Victoria Street, London, S.W.1. (Tel: Abbey 7877, Ext. 2273).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE TRINIDAD AND TOBAGO Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law:

Hardboard containers; cordage, cables, ropes and twines of textile fabrics and/or synthetic fabrics; valves, cocks and taps of ferrous and of non-ferrous materials.

'Pioneer manufacturers' of these products will enjoy income tax relief, duty free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273).

BARBADOS

Industrial Incentives Act, 1963

THE BARBADOS GOVERNMENT is considering whether the following products should be declared 'approved products' for the purposes of the above Act:

Household cleansers, polishes, metal products and builders' hardware.

Approved manufacturers of these products will enjoy income tax relief, duty-free imports of building materials, plant, machinery, etc., and other concessions.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British Trade Commissioner, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2273).

BELGIUM

Gas-fired equipment

IN THE ARTICLE on domestic gas-fired appliances and gas distribution equipment in Belgium published in the *Board of Trade Journal* of February 18, 1966, page 398, the figure of '74.81' in paragraph 5 should read 0.7481. The figure of '67.37' in the same sentence should read 0.6737.

IRISH REPUBLIC

Import levy on watches

THE IRISH REPUBLIC Revenue Commissioners have announced that the Minister for Industry and Commerce has issued a general licence authorizing the importation, without payment of Special Import Levy, of watches classified at Tariff Heading Nos. 91.01 (A) and 91.01 (B). The general licence operates in respect of watches entered on or after May 4, 1966.

EUROPEAN ECONOMIC COMMUNITY

Rules of Competition

THE *Journal Officiel des Communautés Européennes* No. 78 dated April 29, 1966, contains an announcement relating to an application submitted by a Community concern, (The Société commerciale et d'études des Maisons d'alimentation et d'approvisionnement à succursales (Commerçial and Research Company of the Multiple Firms Dealing in Foodstuffs and Supplies) (SOCEMAS) of Paris), for negative clearance in respect of arrangements it has within the Community. Interested third parties are invited to submit their observations within one month from April 29.

Particulars of this announcement may be obtained, if required, from Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2354/2356).

FEDERAL REPUBLIC OF GERMANY

Easing of restrictions on imports from Eastern Europe

NEW REGULATIONS governing imports from Rumania, Bulgaria and Hungary have been announced by the Federal Ministry of Economics in pursuit of the Federal Government's policy of developing trade with Eastern Europe. A supplement to Bundesanzeiger No. 86 of May 6, 1966, gives details of unrestricted quotas covering a wide range of industrial goods which were previously subject to quantitative restrictions. About 60 per cent of imports from the three countries will be affected, mainly chemicals, machinery and electrical engineering products. Consumer goods are excluded.

A similar relaxation of restrictions will apply to other Eastern European countries as soon as the necessary agreements can be

concluded. For Poland in particular an announcement may be expected shortly.

These measures are considered by the Federal Ministry of Economics to mark a new phase in trade relations with Eastern Europe. It is intended, in consultation with other EEC members, to extend their scope still further.

Any inquiries regarding this announcement should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, S.W.1 (Tel. Abbey 7877, Ext. 2307), quoting reference CRE 15341G.

FRANCE

Duty quota for imports of newsprint

THE FRENCH *Journal Officiel* of May 7 announced that the quota for the import of newsprint free of duty has been fixed at 57,000 metric tons for the period April 1 to December 31, 1966. The conditions under which imports will be admitted under this quota are those set out in an order of April 12, 1962, fixing the general import conditions for quotas provided for in the customs tariff.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

SPAIN

Customs tariff

IN THE *State Gazette* of April 5, the Spanish authorities announced modifications to certain sub-headings of their Customs Tariff and revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
		%	%
73.11 B	Angles, shapes and sections of iron or steel, other than special:		
2 e	Bulk plates of naval quality with certified classification . . . . . (A variable duty of 23% is in force until June 8, 1966, and from that date until June 8, 1969, the variable duty will be 20%.)	15	1
f	Angles with bulb, of naval quality with certified classification . . . . . (A variable duty of 23% is in force until June 8, 1966, and from that date until June 8, 1969, the variable duty will be 20%.) [NOTE: These two new sub-headings are not affected by the Anti-Dumping Duties published in the *State Gazette* of March 14 and the *Board of Trade Journal* of March 25, page 698.]	15	1
73.24	Compressed gas cylinders and similar pressure containers, of iron or steel:		
A	Of more than 407 mm. diameter:		
1	Of drawn steel, not welded . . .	30	5
2	Others	30	15
73.33	Needles for hand sewing (including embroidery), hand carpet needles and hand knitting needles, bodkins, crochet hooks, and the like, embroidery stilettos, of iron or steel, including blanks	40	27½
73.34	Pins (excluding hatpins and other ornamental pins and drawing pins) hairpins and curling grips, of iron or steel	35	25
84.59 E	Winding machines for winding electric wires on armatures, inductors and similar coil transformers	20	14 (Specified maximum of 14,000 Ptas per unit)
98.10 A	Mechanical lighters and similar lighters:		
2 b	Other than gold, silver, or platinum, or of rolled precious metals and other than gas-operated	25	14½ (Specified minimum of 6·5 Ptas per unit until June 8, 1968, and then 5·5 Ptas per unit until June 8, 1969, and thereafter 4·5 Ptas per unit)

Additional Note 5 to Chapter 73 of the Customs Tariff has been modified as follows: 'The term "unalloyed special steel", which figures in headings 73·06, 73·07, 73·10, 73·11, 73·12 and 73·14, refers to steel which contains quantities of carbon between 0·25 per cent and 0·7 per cent of its weight, and applies even to steel with less than 0·25 per cent of carbon, if it contains more than 0·15 per cent of silicon, providing that in both cases the product contains a maximum percentage of 0·04 per cent of phosphorus and sulphur separated, or 0·07 per cent of these two elements taken together'.

PORTUGAL

Drawback of import duty on crepe rubber

THE PORTUGUESE *Diario do Governo*, First Series, No. 89, of April 15, 1966, publishes Order No. 21, 954, authorizing the import, under the drawback system, of crêpe rubber sheets for making up soles and heels of footwear intended for export. The duty corresponding to the quantity of raw material imported and incorporated in the footwear exported, shall be refunded. The duty corresponding to the quantity of raw material contained in the waste resulting from the manufacture of the footwear shall be refunded, but such waste shall be kept by the manufacturer to be later rendered useless. The duty rebates and other conditions applying shall, in each individual case, be controlled by means of a Ministerial Ordinance. Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Exts. 460 and 462).

IRAN

Import regulations

THE CENTRAL BANK of Iran issued a circular on April 14 laying down that the importation of domestic hand operated knitting machineries, the cost of each unit of which is less than Rials 10,000 does not require the prior agreement of the Ministry of Economy. They also inform us that the importation of Tariff Items 153/1, 154/1, 154/2, 155/1, 155/2, 156/157A, 157B1, 157B2, 157B3, 159/1 concerning wines and spirts is no longer prohibited unless imported in barrels.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

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ASSOCIATED BANK IN LIBYA
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ALGERIA

Import restrictions (1)

THE ALGERIAN *Journal Officiel* of April 19, 1966, announced that the following item was to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
59-17 D	Textile bags for oil-presses.

Existing orders could be admitted quota-free until May 4, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481.)

Import restrictions (2)

THE ALGERIAN *Journal Officiel* of March 29, 1966, announced that the following item was to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
02-01 A IV a 1	Meat of domestic sheep.

Existing orders could be admitted quota-free until April 2, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481).

EAST AFRICA

Customs tariff amendment

IN A NOTICE published in the *Board of Trade Journal* dated April 29 (page 974) details were given of certain tariff changes in East Africa. It is regretted that item 61 (c) (iv) was incorrect. This should read as follows:

Item No.	Article	Import Duty
61 (c)	Passenger-carrying motor cars, n.e.s., including motor vehicles commonly known as estate cars, station wagons, motor caravans, mini-buses and similar dual purpose or general purpose vehicles: (iv) Parts of such vehicles imported for local assembly into vehicles by a vehicle manufacturer approved by the Minister for the purpose of this sub-item	*Ad val.* 15%

TANZANIA

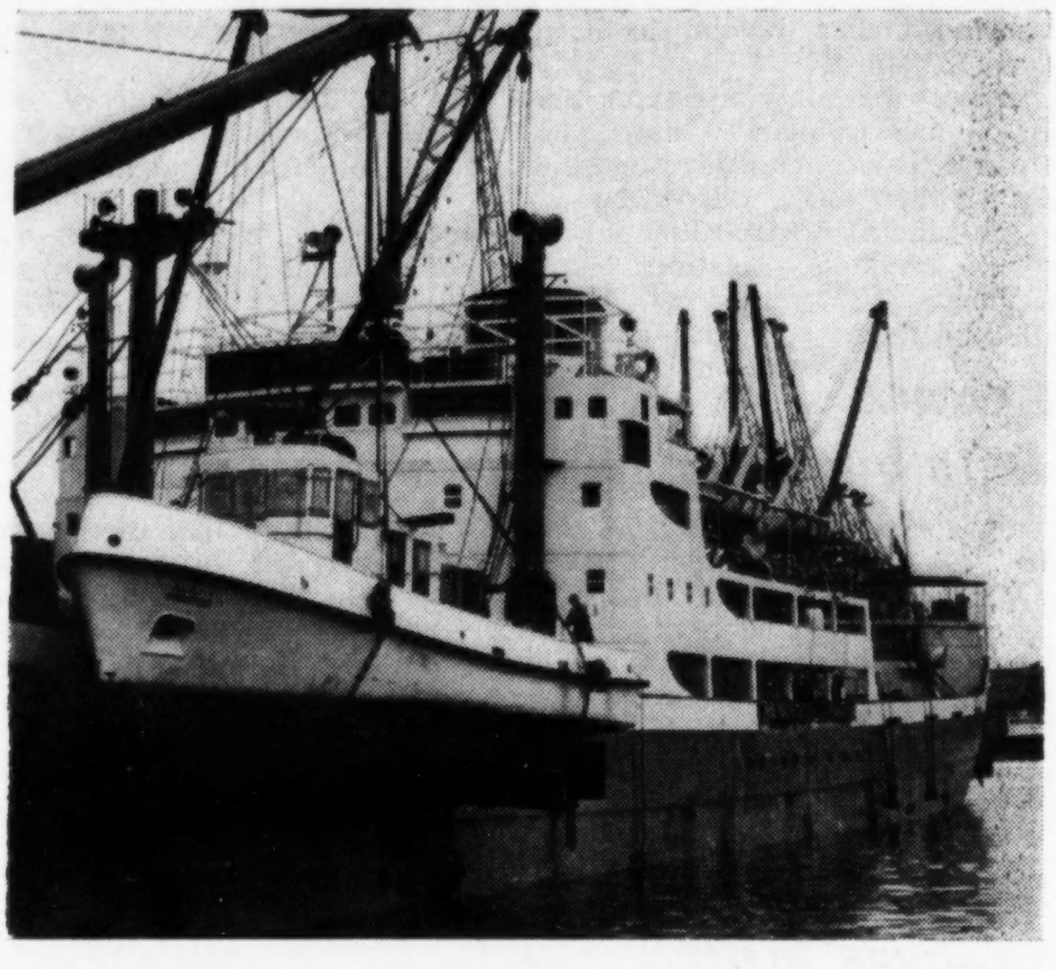
Import licensing regulations

GENERAL NOTICE No. 880, published in the United Republic of Tanzania *Gazette* dated May 6, announces the revocation of General Notice No. 742 (published in the *Board of Trade Journal* of April 20, page 973) concerning the importation of Fat-tallow, code number 411 3 0.

Note:

The effect of this notice is that the above item no longer requires a specific import licence.

GENERAL NOTICE No. 881 published at the same time as the above, adds, with effect from April 29, the following item to the Schedule



Ademar Trading Ltd. shipped at the end of April a pilot launch, the 'Murshid' per the ss 'Kohistan' from this country to Kuwait. The 'Murshid' was built by Hugh McLean & Sons of Renfrew and the sale arranged through Ademar Trading.

of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule

656 9 1 Bed sheets, bed spreads and chorsas.

Note:

Applications to import the above articles must be first submitted to Cosata Ltd., PO Box 9211, Dar es Salaam, and not direct to the office of the Imports Controller.

KENYA

Import licensing regulations

LEGAL NOTICE No. 125, published in the Kenya *Official Gazette* dated May 3, announces with effect from April 28, the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 6) Order, 1966, which amends the Imports, Exports and Essential Supply (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 17, 1964 (pages 1,200-1,201) and subsequently amended by the addition of the following items:

Item No.	Description
	Division 02 – Dairy Products and Eggs
	022 Milk and Cream:
022 1 2	Cream
022 1 9	Other Milk and cream, evaporated and condensed, liquid or semi solid.
022 2 1	Patent and proprietary infants milk.
	Division 84 – Clothing
	841 Clothing (except fur clothing). Clothing or textile fabric, not knitted or crocheted:
841 4 9	'T' Shirts only.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

A.C. ELECTRIC MOTORS 1/25th. to 650 H.P.

PHONE:

Huddersfield 22150. London METropolitan 9401/5. Aberdeen 21890. Birmingham GREat Barr 5481/4. Bristol 27671/2. Croydon MUNicipal 2841/3. Glasgow CENtral 5667/8. Ipswich 55124/5. Leeds 34303/4/5. Leicester 50781/3. Liverpool MARitime 2708/9. Manchester CENtral 8305/7. Newcastle 30124/5 Nottingham 55412/3. St Albans 56751/4. Sheffield 28477/8. Southampton 57503/4. Swansea 50297.

BROOK MOTORS LTD.

BROOK ELECTRIC MOTORS

65/F

REPUBLIC OF SOUTH AFRICA

Import control

DETAILS WERE GIVEN in the *Board of Trade Journal* of December 31, 1965, of the South African Import Control Regulations for 1966 and the issue of initial import quotas.

A copy has now been received from Pretoria of a Press statement by the South African Minister of Economic Affairs announcing a second round of import quotas for 1966, bringing issues for the year up to the following:

(a) Raw materials for manufacturers – stocks maintained at four months' consumption level.
(b) Raw materials for merchants – 75 per cent of 1964 imports.
(c) Textile piece-goods – same level as 1965 imports (1965 allocations was 75 per cent of importer's assessment basis).
(d) Office equipment, including computers – 75 per cent of 1964 imports.
(e) Group 4A consumer goods – 75 per cent of 1964 imports.
(f) Group 4B consumer goods – 50 per cent of importer's assessment basis.
(g) Capital goods of f.o.b. cost not exceeding R1,000 – 75 per cent of 1964 imports.
(h) Capital goods of f.o.b. cost exceeding R1,000 – no stock allocation, imports allowed on basis of essentiality.

The Minister stated that the import control position would be reviewed in July/August 1966.

REPUBLIC OF SENEGAL

Global import quotas 1966

IT HAS BEEN announced in Dakar that the following global quotas have been made available for imports into Senegal for the year ending December 31, 1966. The closing date for applications is May 31. The quotas for private cars and commercial vehicles and trailers were published in the *Board of Trade Journal* of March 11, page 571.

Description of item	Amount of quota (in French francs)
Air conditioners	449,070
Refrigerators	1,500,000
Beer	243,798
Drinks other than whisky or gin	360,000
Whisky and gin	1,800,000
Sugar confectionery, cocoa and cocoa preparations, and preparations of cereals	838,122
Meat, fish, fruit, vegetables and various preparations therefrom (including tea)	14,265,239
Tobacco, raw and manufactured	2,486,000
Various mineral products including sulphur, oils, iron and steel products, metallurgical minerals	820,578
Pharmaceutical products, colouring matters, insecticides	1,224,308
Plastics materials	1,415,232
Miscellaneous chemical products including fertilizers, essential oils, soaps, explosives, photographic materials	1,644,999
Printed cotton and synthetic materials	5,467,500 (a)
Cost of printing on French and Senegalese unbleached fabrics	1,500,000
Unbleached cotton fabrics	2,613,600
Unprinted synthetic fabrics	385,000
Jute sacks	1,904,720
Knitted and crocheted goods, clothing and accessories	332,908
Household articles and miscellaneous articles of base metals, storm lanterns	2,349,094
Tools and cutlery	345,000
Watches and clocks	100,000
Domestic radio apparatus	1,190,840
Office equipment, electrical consumer goods, mechanical consumer goods, optical goods, photographic and cinema equipment, etc.	2,379,424
Leather and paper goods, synthetic yarn wool, cotton, carpets, fishing nets, twine, cordage, ropes, cables, made-up clothing and shoes (other than those prohibited), headgear, umbrellas, china, glass, fine pearls, musical instruments, furniture, toys and games, brooms, brushes and miscellaneous	9,553,388

(a) = Of which FF 1,150,000 is reserved for imports from countries with abnormal competitive advantages.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

LAOS

British government aid

THE BEGINNING of the British programme of aid for sponsored commodity imports to Laos was announced in the *Board of Trade Journal* for May 24, 1963. The commodities to be included in the fourth year of the programme will include lubricants; chemicals; insecticides; tyres; inner tubes; cellophane; plastics; fibre board for building; cigarette filters and cigarette paper; stencils and carbon papers; banknote paper; textiles (wool mixture); cotton yarn; sewing thread; embroidery thread; cotton textiles; window glass and glass for industry and agriculture; iron and steel bars and iron and steel sections; iron and steel tubes and pipes and iron and steel corrugated sheets; prefabricated iron and steel building units; agricultural hand tools; saws and craftsmen's tools; engines (diesel and petrol) for industry and irrigation, etc.; pumps (liquid lifting) and irrigation pumps; commercial and industrial refrigerators; water filters; lifting and loading machinery (cranes and hoists); sewing machines; machine tools and spare parts; typewriters, calculating machines, statistical machines for offices, etc.; road tractors and other tractors; vehicles for communal transport; lorries; accessories and spare parts and garage equipment; bicycles, motor cycles and spare parts; typewriter ribbons; saw mill belting; grind stones; all types of industrial and agricultural equipment; electrical fittings.

Laotian merchants wishing to import any of the above-mentioned goods have been instructed to obtain proforma invoices from British manufacturers in support of their licence applications. Allocations of licences in respect of these goods will be made at regular intervals throughout the year.

The proforma invoices should show marine freight, insurance and transport costs Bangkok/Laos. They should give the number of the Express Transportation Organization tariff according to which these costs are calculated. The invoices should in addition mention unit prices (by item or by packing unit) and not only the total prices. It is essential that invoices are made out in sterling c.i.f. Thanaleng, Pakse or Savannakhet (*not* c. and f. or c.i.f. Bangkok).

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2227), quoting reference CRE 783/66.

SURINAM

Import tariff modifications

THE NETHERLANDS *Economische Voorlichting* No. 16 of April 20, reports that a Surinam Decree of March 1, 1966, provides that, with effect from March 2, 1966, the import duty on:

(a) edible chicken offal, fresh, chilled or frozen (Tariff number 02.01 a) or merely salted, dried, smoked, cooked or prepared in any other simple manner (Tariff number 02.02 b) was fixed at 40 per cent *ad valorem* (formerly 20 per cent and 30 per cent *ad valorem* respectively);
(b) soya-bean oil and coconut oil in containers of more than 10 litres, was reduced from 15 per cent to 6 per cent *ad valorem* (Tariff numbers 15.02 b 2 and 15.02 g 2).

AUSTRALIA

Tariff preferences for less developed countries

IN THE *Board of Trade Journal* dated July 30, 1965, pages 267-269, it was announced that the Australian Government intended to make provision in the Australian Tariff for preferential duties on selected imports from less developed countries and before introducing these new preferential duties had asked the Contracting Parties to the GATT for a waiver from the provisions of the GATT forbidding the creation of new preferences. The contracting parties at their meeting on March 28, 1966, decided to grant Australia the waiver which had been requested.

Under the terms of the waiver the new preferential duties will apply to all less developed countries which need such assistance in respect of the products concerned, in order to compete in the Australian market; safeguards are incorporated against serious detriment to Australian industries and also against disruption of the trade of existing suppliers to the Australian market. Australia has the right, subject to detailed consultation procedures, to vary the list of goods, rates of duty and the size of the preferential quotas, and in addition to withdraw preferential treatment in individual cases, either temporarily or permanently, where it is considered that circumstances warrant this. The operation of the waiver will be reviewed annually with a major review every five years in order to evaluate its effects.

Following the granting of this waiver the Australian Government have announced that the provision for these preferential duties in the Australian Tariff came into effect on April 12, 1966. Any inquiries concerning this matter should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 13233/G/3.

(*Continued on page* 1165)

List of goods covered by the GATT waiver.

Tariff Item	Brief Description	Tariff Rates			
		British Preferential Tariff	General Tariff	Preferential Rate for Less Developed Countries	Annual Quota Limit to Preference for Less Developed Countries
					$A.
17.04.1	Chewing gum, etc.	40% + primage 5%	65% 10%	25%	20,000
17.04.9 20.04.9	Confectionery, etc.	22½% + primage 5%	47½% 10%	20%	100,000
25.23.1	Portland cement (per ton)	Free	$2·75	Free	50,000
32.01.1	Wattle bark extract	10%	10%	Free	80,000
34.01.1	Soap, toilet, fancy or medicated (per lb.)	$0·033 or 10% whichever higher.	$0·05 22½%	10%	100,000
34.01.9	Soap, other	10%	27½%	10%	20,000
40.07	Rubber thread, vulcanized	20% + primage 5%	55% 10%	Free	200,000
41.02.1	Calf leather	5%	17½%	Free	150,000
41.02.9 41.03.19 41.04.9 41.05.9	Other leather	10%	22½%	10%	60,000
42.02.91	Travel and other goods of leather	17½%	45%	15%	100,000
42.04.9 42.05	Other leather manufactures	17½%	40%	15%	60,000
44.24.9	Household utensils of wood	22½% + primage 5%	47½% 10%	Free	20,000
45.03.1 45.04.1	Floats for fishing nets	Free	7½%	Free	20,000
45.03.91 45.04.91	Gaskets and similar joints	27½% + primage 5%	52½% 10%	27½%	200,000
45.02.9 45.03.99 45.04.991 45.04.999	Cork manufactures	20%	35%	10%	100,000
48.01.11 48.01.12	Machine-made paper (and paperboard) as per by-laws (per ton)	Free	$4 or $8	Free	1,000,000
48.01.3	Newsprint (per ton)	Free	$8	Free	4,000,000
50.04.2 50.05.2 50.06.2 50.07.2	Silk yarns	Free	7½%	Free	50,000
54.05.91 55.09.131 55.09.139	Cotton, linen or ramie fabrics of huckaback or honeycomb weave	17½%	55%	10% (Excluding Hong Kong)	20,000
57.09.9 57.10.99 57.11.9	'Other' woven fabrics of jute, hemp, or other vegetable fibres	5% + primage 5%	22½% 10%	Free	90,000
58.01.1 58.02.1	Carpets, hand-made	Free	12½%	Free	1,000,000
58.01.91 58.02.7	Floor coverings of cotton	Free	12½%	Free	100,000
58.02.911 58.02.919 58.01.991	Carpets and floor rugs of wool	20%	35%	20%	600,000
58.01.999 58.02.991 58.02.999	Other carpets	12½%	27½%	10%	200,000
58.02.4 97.06.12	Coir matting (per sq. yd.)	— or 17½% whichever higher.	$0·05 30%	15%	500,000
59.04.93	Ropes, twines of coir, sisal and New Zealand hemp	17½% + primage —	42½% 5%	15%	10,000
59.04.99 59.05.99 59.06.9	Other ropes, twines, etc.	17½% + primage —	45% 5%	15%	100,000
59.05.1	Fishing and rabbit nets	Free	7½%	Free	200,000
62.04.1	Tents and sails	10% + primage 5%	25% 10%	10%	20,000
62.05.9	Other textile articles	20% + primage 5%	42½% 10%	20% (Excluding Hong Kong)	100,000

Advertisement of Company Meeting

LEGAL AND GENERAL
ASSURANCE SOCIETY LIMITED
ANNUAL GENERAL MEETING

THE 129TH ANNUAL GENERAL MEETING of Legal and General Assurance Society Limited was held at Temple Court, Queen Victoria Street, London, E.C.4, on Wednesday, May 11, 1966. At the commencement of the meeting the Chairman, the Rt. Hon. Viscount Harcourt, KCMG, OBE, said:

'Our first business is to receive and consider the Report and Accounts for the year ended December 31, 1965, which have already been circulated to you together with my Statement to the shareholders. In view of recent Press comments and letters from shareholders, however, it is clear that there are a number of misunderstandings of the situation of the Society. I will now do my best, if I may, to clear these up and put matters in their true perspective.

'On March 30 the Directors announced that at the Annual General Meeting they would recommend the payment to shareholders of a final dividend for the year 1965 of 2s. 6d. per share (the same as in 1964) less income tax, making a total for the year of 5s. per share, which was the same as the dividend paid since the last valuation three years ago. The announcement included a short explanation regarding the total surplus in the life and other long term funds, the cost of bonuses, the transfer to the Profit and Loss Account, and most importantly, figures relating to the greatly increased cost required to provide the same amount of dividend because of the heavy new tax charge imposed on dividends by the Finance Act 1965. It was also stated that to help meet the situation the Directors had transferred to Profit and Loss Account a sum of £1½ million being a part of previous surpluses standing to the credit of the Society's internal reserve.

'This course of action was received by the public with some dismay and an immediate reaction that whatever the underlying difficulties might be, the dividend should have been increased. The price of the Society's shares on the Stock Exchange fell heavily and today stand at £6 17s. 6d. at which price they yield 3.6 per cent.

'There was much criticism in the Press, most of which failed altogether to mention the all important limitation imposed by the cost of dividends paid gross instead of net, as previously.

'May I, therefore, please remind everyone that at the Annual General Meeting a year ago I made clear what we feared would happen as a result of this particular Act. These fears have now been unhappily realized. What I said was this:

> "So far as shareholders are concerned, however, the effect may be far greater. The new provisions will increase the cost of a given rate of dividend though at present I cannot say how much that extra cost will be. In the past, the effective cost to the Society has been the amount of dividends paid net of income tax at the standard rate. In future we shall additionally have to hand over to the Inland Revenue income tax deducted from dividends instead of, as in the past, using this amount as a credit against the Society's own income tax liability. There will, however, be a limited relief, the extent of which is not at present calculable."

'This statement was widely publicised by the Society at the time.

'I think it right to state this again for the record, and also to stress that the tax situation must be fully appreciated. It was not of our making and the serious consequences should not in some inexplicable way be attributed to the management of the Society's affairs. It goes without saying, of course, that the Directors and I share the disappointment of shareholders at the adverse effect which it has had on the capital value of Legal and General shares.

'If there had been no change in the taxation system the Directors would not have had any difficulty in recommending an increased dividend without having to make any transfer from internal reserves. In fact, we have had to make such a transfer, of £1½ million, to enable us to maintain the same rate of dividend under the new taxation system. Your Directors regarded this transfer in the exceptional circumstances as entirely justifiable, but they could not regard as justifiable any further transfer for the purpose of increasing the dividend.

'The market in the past has been disposed to attribute a special growth factor to Legal and General shares and at times I fear without full regard to the facts of the Society's business as regularly published and explained. Even my very clear warning last year of difficulties to come had no noticeable effect on share prices at the time.

'A number of inquiries have been received about the amount of franked income available to help with the cost of tax charged on dividends. The position here is that the Society's total income from interest, dividends, rents, etc., is stated in the Accounts for 1965 to be £43 million in that year. Of this approximately 16 per cent is franked income. Under the operation of the Finance Act some two-thirds of this goes to the Annuity Fund and has to be dealt with wholly within this Fund. Some one-third goes to the Life Fund where the benefit is absorbed in the taxation of that Fund, except as regards the shareholders' proportion which last year was approximately 25 per cent. It is only this small part which is available for relief in the Profit and Loss Account together, of course, with the very small element which relates to shareholders and other non-life funds. If our franked income had been greater, the proportion available in the Profit and Loss Account would still remain very small under the present interpretation.

'The exclusion from franked income of revenues from our property investments is, in the circumstances, no more than a minimal disadvantage and does not detract from their very real value to the Society.

'These methods of dealing with franked income in a proprietary life office are being strongly questioned with the authorities as being most inequitable for such offices, and I still remain hopeful that some concessions may be obtained.

'It is, of course, a completely new situation and a complete change from the past that we should have "franked income" as defined and regulated in the Finance Act.

'May I now turn to another aspect of our results which has given rise to some misapprehension. It is the argument that quite apart from tax there has been a diminution in true surplus available for shareholders from £5,200,000 in 1962 to £5,040,000 in 1965 and that this adverse trend may continue with the result that there may be little hope of an increase in dividend even after the next valuation.

'It is quite correct that there is a marginal decrease in the balance transferred to Profit and Loss, after provision for the cost of bonuses, and the amount to be carried forward in the funds. The amount which actually went towards the provision of dividends at the end of 1965 as compared with the end of 1962 was, in fact, effectively greater, because in 1963, £2 million of the balance on the Profit and Loss Account was capitalised; but I appreciate that the view to which I refer is based on the two figures which I have just quoted. The 1962 total was still influenced by the high proportion of non-profit business on our books; but it has been made clear for some years that it was essential in a very competitive business "to move to a policy more directed to with-profit activities, which we regard as all important, since our future goes hand in hand with the satisfaction of our policyholders." I am quoting here the actual words used by my predecessor the late Mr. W. B. L. Barrington, 10 years ago.

'Our very large pension business has also had a big influence on the trends within our Funds. It had for years been very largely on a non-profit basis, generating a free surplus, but post-war developments and the 1956 Finance Act transformed the world of occupational pension schemes which were thereafter in virtually like for like competition with self-administered funds. Insured schemes in a short space of years had perforce to swing to profit sharing bases of one kind or another because employers naturally demanded the best terms available. We retained the greater part of our business in this new situation and I am glad to say that this class of business still makes a contribution to surplus but on a diminished scale. Here again I must draw your attention to the fact that this was explained in detail in my statement to the shareholders after the 1959 valuation when I dwelt at length on the consequential diminution in surpluses available for distribution to shareholders.

'In other statements I have frequently spoken of the threat to our pension business from the substitution of benefits under national schemes. This danger still exists. Because of it we have in the last decade deliberately sought a faster expansion of ordinary life business, as a balance to our already large pension business.

'In the last six years we have been almost too successful in Australia and perhaps during the last triennium, even over-successful in the United Kingdom, especially in 1964. Such development is an expensive business

ADVERTISEMENT OF COMPANY MEETING, *continued*

at the time it takes place and gives rise to a strain in the valuation in the short term even though it leads to a growth in profits in the longer term. It is difficult to avoid this burden of expense at a time when everyone is becoming more and more equity minded and is constantly seeking forms of saving which it is hoped will keep pace with inflation.

'It would be impossible for me to forecast, or to ask our experts to attempt to forecast, what might result from our next valuation. All I can say is that every factor which can be influenced to adjust the content and volume of business will be carefully watched by the Directors with the object of increasing the surplus as well as offsetting the heavy new tax charge.

'Another criticism by the Press and also by a few shareholders has been that the Directors deliberately gave more to policyholders out of the total surplus than they should have done, and that the balance should have been more heavily weighted in favour of the shareholders. The conclusion naturally drawn is that if this had happened the dividend could have been increased despite the additional heavy tax burden.

'I have already spoken of the necessity to re-start with-profit business in 1954. Over a period of years we had to so order our affairs that we could compete more fully with other forms of saving. Since this decision was taken the Society has built a large and very satisfactory with-profit business in both the ordinary life and in the pensions field, and in the view of the Board, this has been in the best interest of the Society and, therefore, of the shareholders. The Directors allocate for bonuses that sum which they feel is not only fair but is also necessary to maintain our business. When I say maintain business I must point out to shareholders that unless our bonuses are competitive, we shall not only fail to get new business but shall very rapidly lose business already on the books. Without insurance business there would be no profits and without profits there would be no dividends. We have, in fact, adopted rates of bonus which we think adequate to attract the business which we must do for the future benefit of the Society but not by any means at the highest rates declared by other offices. In short, the amount of surplus which is allocated to bonus is to a large extent determined by market considerations and the Directors are limited in their freedom of decision in that respect. They have not favoured policyholders by allotting to them profits which could equally well have been distributed to shareholders.

'I regret to say that the 1966 Budget gives us no expectation of major reliefs in taxation but our strong representations to the Government on the many matters which adversely affect us will, of course, be continued. The small concession that the rate of capital gains tax in the Life Fund reserved for policyholders shall be limited to 30 per cent merely puts us in the same position as Investment Companies and Unit Trusts. Far from receiving any real relief we appear now to be faced by the Budget with the new Selective Employment Tax which will almost certainly mean for the Society an added net liability in each year of the order of a quarter of a million pounds.

'Finally, ladies and gentlemen, may I say that I do not take it as inevitable that the present rate of dividend is virtually fixed for the next three years and perhaps, as some of our critics have suggested, for an even longer period. I sincerely hope that this will not be the case, and I further repeat my assurance that all factors will be carefully watched and controlled, with the object of augmenting the surplus as well as offsetting of the heavy new tax charge.

'Over the years to come we have every reason to think that the profitability of the funds will grow, for the benefit of shareholders and policyholders alike.'

The Directors' Report and Accounts were adopted and all other business on the agenda was transacted, including the approval of a final dividend for 1965 of 2s. 6d. per share. The meeting passed the resolution that each of the shares of 5s. each, fully paid, in the capital of the Society be sub-divided into five shares of 1s. each, fully paid, with effect from June 6, 1966.

The meeting concluded with the passing of a vote of thanks to the Chairman, Directors and staff.

PHOTOGRAPHS FOR THE JOURNAL

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Tariff Item	Brief Description	Tariff Rates			
		British Preferential Tariff	General Tariff	Preferential Rate for Less Developed Countries	Annual Quota Limit to Preference for Less Developed Countries
					$A.
62.05.61	Cotton shoe and corset laces . . . . . per lb.	$0·019 and 17½% + primage	$0·042 45%	15%	60,000
		—	5%		
70.13.911	Butter knives, cruet sets, shakers, etc., of cut glass	Free	7½%	Free	10,000
70.10.919, 70.13.919	Other articles of cut glass	12½%	22½%	Free	100,000
70.10.99, 70.13.993	Bottles, decanters, jars, tubes, etc., of glass	Free	12½%	Free	200,000
70.13.994, 82.13.4	Stationery	17½% + primage	40%	15%	100,000
		—	5%		
70.13.999	Other glassware	5%	35%	Free	200,000
82.09.21, 82.09.22, 82.10.21	Cooks and butchers' knives and blades therefor	5%	17½%	Free	20,000
82.09.29, 82.10.29	Other kitchen or table knives and blades therefor	27½%	37½%	27½%	150,000
82.09.992, 82.10.992	Pocket knives and blades therefor	5%	15%	Free	100,000
82.11.2	Razors and razor blades	5%	12½%	5%	300,000
82.11.9		5%	15%		
82.12.9	Scissors and blades therefor	5%	15%	Free	100,000
84.40.111	Household washing machines	10% + primage	25% + primage	20%	300,000
84.40.119		10% or 22½% or $6 each whichever higher	10% or 47½% or $12 each whichever higher		
84.40.13		22½% + primage	47½% + primage		
84.40.31	Washing and dry-cleaning machines, commercial	5% 15%	10% 32½%	10%	40,000
84.19.91, 84.59.92	Bottling machines, bagging, Plastic processing machines	27½%	55%	20%	200,000
84.41.3	Domestic sewing machine heads	Free	7½%	Free	50,000
84.45.111, 84.45.112, 84.45.113, 84.45.131, 84.45.132, 84.45.133, 84.45.134, 84.45.141, 84.45.142, 84.45.211, 84.45.212, 84.45.213, 84.45.214, 84.45.221, 84.45.239, 84.45.311, 84.45.321, 84.45.322, 84.45.323, 84.45.324, 84.45.331, 84.45.332, 84.45.333, 84.45.411, 84.45.412, 84.45.421, 84.45.439, 84.45.51, 84.45.52, 84.45.53, 84.45.91, 84.45.92, 84.45.119, 84.45.12, 84.45.139, 84.45.149, 84.45.15, 84.45.219, 84.45.229, 84.45.231, 84.45.232, 84.45.233, 84.45.234, 84.45.319, 84.45.329, 84.45.339, 84.45.419, 84.45.429, 84.45.431, 84.45.49, 84.45.59, 84.45.99	Machine tools for working metals and metallic carbide (specified machines, etc.) . . .	27½%	40%	25%	50,000
84.45.233, 84.45.234	Other machine tools for working metals and metallic carbide	Free	7½%	Free	250,000
84.47.1, 84.47.2, 84.47.3, 84.47.4	Wood-working machines and appliances (specified types)	Free	7½%	Free	100,000
84.47.611, 84.47.621, 84.47.631, 84.47.69	Other wood-working machines and appliances (protected range)	17½% + primage —	42½% 5%	10%	50,000
84.47.612, 84.47.622, 84.47.632	Other wood-working machines (non-protected range)	Free	7½%	Free	250,000
85.06.1	Electric fans, office or household	10% + primage 5%	57½% 10%	15%	10,000 units (about $A 160,000)
92.02.1, 92.05.1, 92.06.2	Military, band and orchestral musical instruments	Free + primage —	12½% 5%	Free	100,000
92.02.9, 92.09	Musical instruments of the lute class (including strings)	Free	7½%	Free	200,000

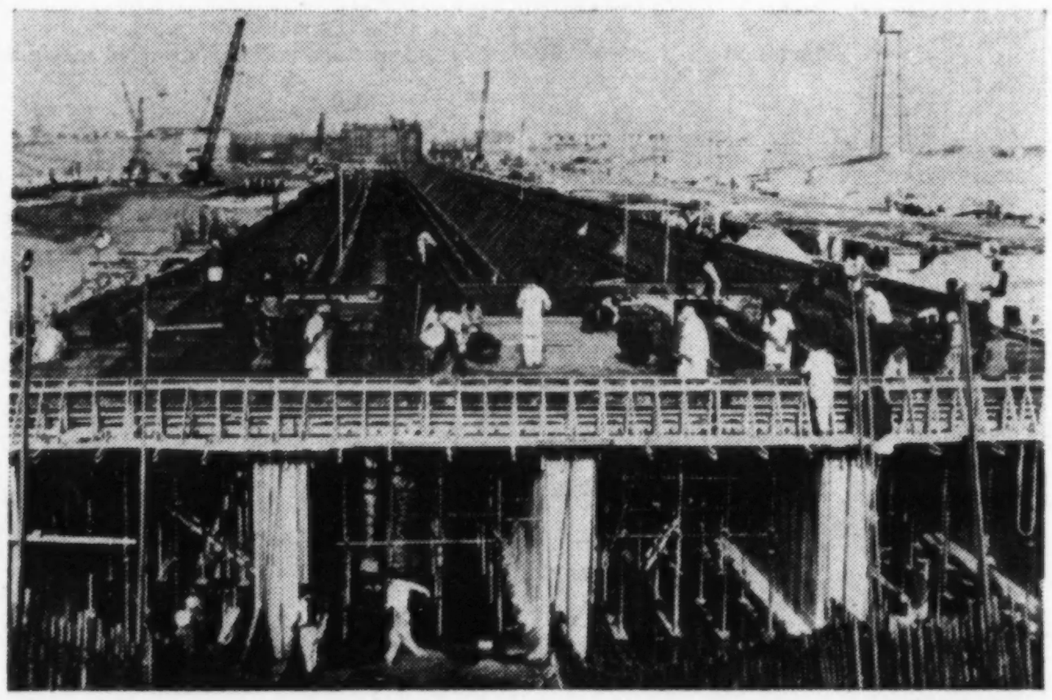
(Continued on next page)

AUSTRALIA, *continued*

Tariff Item	Brief Description	Tariff Rates			
		British Preferential Tariff	General Tariff	Preferential Rate for Less Developed Countries	Annual Quota Limit to Preference for Less Developed Countries
					$A.
92.05.9 92.06.9 92.08.21 92.08.9	Other musical instruments	5%	17½%	Free	100,000
94.01.12	Wooden chairs . . . . . each	$0.25 or 22½% whichever higher + primage	$0.45 40%	15%	40,000
94.01.191 94.01.21	Chairs and lounges of wicker, bamboo and cane, with or without legs . . . . each	5% — or 22½% whichever higher	10% $0.40 (or $0.65) 35%	15% (Excluding Hong Kong)	220,000
94.01.13 94.01.199 94.01.299 94.03.9	Other furniture	17½%	42½%	15% (Excluding Hong Kong)	200,000
97.06.11	Cricket bats and balls	22½%	45%	15%	100,000
97.06.4 97.06.9	Other sporting goods	17½% + primage	55% 5%	15%	300,000
Various	Goods that, in the opinion of the Minister, are hand-made traditional products of cottage industries of a declared less-developed country, the following: hornware, ivoryware, shellware or stoneware, being wares that are carved or inlaid; lacquer ware; leatherware, decorated; metalware that is:- beaten carved chased enamelled inlaid or moulded; papier mache ware, decorated; pottery decorated; textile fabrics, of cotton or in chief part by weight of cotton, weighing less than 6 ounces per square yard, not being fabrics to which sub-paragraph 55.09.329 applies; textile fabrics, of silk or in chief part by weight of silk, not printed; wood work, carved or inlaid.	—	—	Free	No quota limit

(Continued on next page)

Australian orders for vacuum ware totalling 50,000 flasks and fillers and valued at £15,000 have been placed with the British newcomer to this field, Aladdin Industries Ltd. The first 11,500 flasks were shipped in March and will be on sale in Australia this month. This is the first export order for vacuum ware for Aladdin, better known for their oil heaters and lamps of which half go overseas. The company intends to build up exports initially to one third of production, from their new £¾ million factory at West Hartlepool.



The recently completed Mailsi Siphon is a vital link in the Indus Basin development scheme, claimed to be the world's largest irrigation project. This photograph shows the tailworks of the siphon at an advanced stage of construction. Building plant and materials costing £1,250,000 were purchased and their export to West Pakistan arranged by Commonwealth Traders Ltd. of Strood, Rochester, Kent, for construction of the £10 million siphon. The consulting engineers were Coode & Partners, of London.

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AUSTRALIA, *continued*

List of less developed countries to benefit from the preferences:

Aden and Protectorates of South Arabia
Afghanistan
Algeria
Antigua
Argentina
Bahamas Islands
Bahrein (Bahrein, Muharraq, Sitra, Nabisaleh: Protected States)
Barbados
Basutoland
Bechuanaland
Bermuda
Bolivia
Brazil
British Guiana
British Honduras
British Solomon Islands
British Virgin Islands
Brunei
Burma
Burundi
Cambodia
Cameroon
Cayman Islands
Central African Republic
Ceylon
Chad
Chile
Colombia
Congo (Brazzaville)
Congo (Leopoldville)
Cook Islands
Costa Rica
Cuba
Cyprus
Dahomey
Dominica
Dominican Republic
Ecuador
El Salvador
Ethiopia
Falkland Islands
Fiji
Gabon
Gambia
Ghana
Gibraltar
Gilbert and Ellice Islands
Greece
Grenada
Guatemala
Guinea
Haiti
Honduras
Hong Kong
India
Indonesia
Iran
Iraq
Israel
Ivory Coast
Jamaica
Jordan
Kenya
Kuwait
Laos
Lebanon
Liberia
Libya
Madagascar
Malawi
Malaysia
Mali
Malta
Mauritania
Mauritius
Mexico
Montserrat
Morocco
Netherlands Antilles
Nepal
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Nicaragua
Niger
Nigeria
Niue Islands
Pakistan
Panama
Paraguay
Peru
Philippines
Pitcairn Island
Portuguese non-European territories
Qatar (Sheikdom of Qatar: Protected State)
Republic of Korea
Republic of Vietnam
Rwanda
St. Helena and Ascension Islands
St. Kitts – Nevis – Anguilla
St. Lucia
St. Vincent
Saudi Arabia
Senegal
Seychelles
Sierra Leone
Singapore
Somalia
Spain
Sudan
Surinam
Swaziland
Syria
Tanzania
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The Maldives
The Territory of Papua and New Guinea
Togo
Tokelau Islands
Tonga (Protected State)
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Tristan da Cunha
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Turkey
Turks and Caicos Islands
Uganda
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Upper Volta
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Venezuela
Western Samoa
Yemen
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'Monthly Wool Letter'
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Balance of payments (Q)	8 April 1966
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ECGD local offices	4 Mar. 1966
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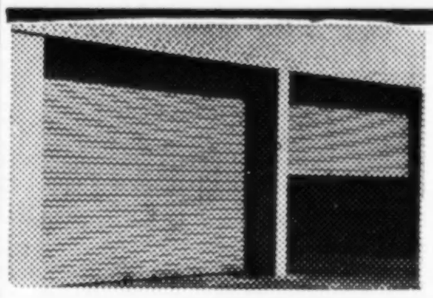

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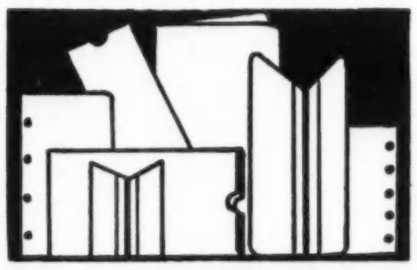

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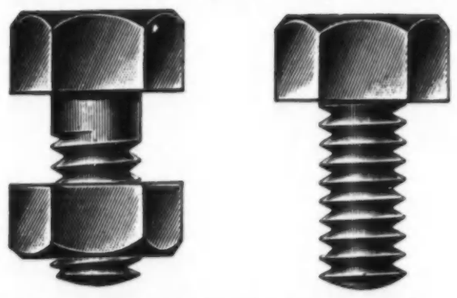

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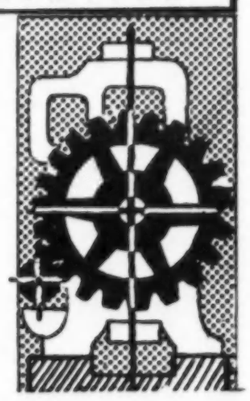

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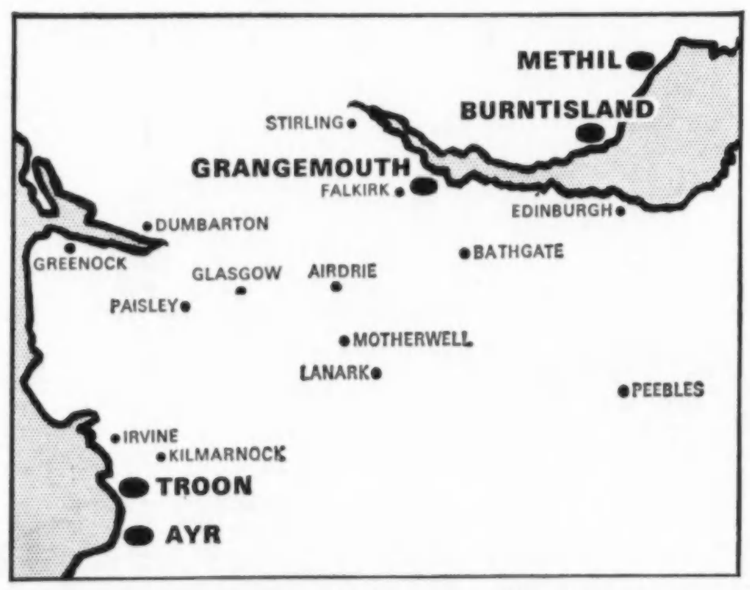

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